



News, views & latest releases from Te Mata Estate

Showcase 2011 - Record breaker!

Coleraine '09 - Sold out

John declared Coleraine '09 "the wine of a lifetime" and you agreed, as *Showcase 2011* has been a record breaker!

Record Participation

1,000+ participants have enjoyed 12,000+ samples of *Showcase 2011* wines at 11 tastings across New Zealand



Record Sales

Showcase 2011 sales are up, between 10% - 25% on previous highs. Driving these results has been Coleraine '09, which is now sold out in 750ml bottles; however, magnums and large formats are still available. Zara '09 is also now sold out. (Lovers of Coleraine and Zara, see Library Releases over the page.)

Uptake of Awatea '09 and Cape Crest '10 has been similarly strong, with more than two-thirds of total production already sold.

Record Reviews

Coleraine '09 - 9 reviews, all at five stars, 95/100 points, 19.5/20

"This is indeed a whisper better than the exceptional 2007 Coleraine, making this the greatest New Zealand wine ever made. 98 points"

Sam Kim, Wine Orbit, Issue 11, July 2011.

Awatea '09 - 8 reviews, all at five stars, 93/100 points, 19/20

"95 points. Lovely big cassis and plum. Clearly a great vintage for Awatea. ★★★★★"

Bob Campbell, Gourmet Traveller Wine, June/July 2011.

Records are made to be broken!



Elston '10 - The Secret's Out!

The unusual 2010 growing season has resulted in an extraordinary Elston. Our already low cropping chardonnay vines had their crop reduced by a cold snap during their spring flowering. This, coupled with the mild summer heat and extended dry autumn, has produced a highly concentrated Elston, with an intensity of aroma and flavour that we have never seen before.

The Secret's Out – this stunning wine is already creating a stir.

Get yours in:

THE SECRET

6 x Elston '10 &

6 x Woodthorpe Merlot/Cabernets '09

\$249.00 *save* \$37.80

Wonderful Woodthorpe

Along with Elston, this newsletter sees two new releases of our Wonderful Woodthorpe wines. The Divine Nine vintage has produced the greatest Coleraine and Awatea to date; the quality of Woodthorpe Merlot/Cabernets, follows in their footsteps. Soft, ripe and supple, with rich fruit and fine tannins Woodthorpe Merlot/Cabernets '09 is a stunning example of our biggest selling wine.

Woodthorpe Syrah, from the Perfect Ten vintage, shows vibrant red fruit, with the classic Hawkes Bay pepper and spice notes the world is talking about. Buy your:

WONDERFUL WOODTHORPE

3 x Woodthorpe Merlot/Cabernets '09

3 x Woodthorpe Syrah '09

6 x Woodthorpe Chardonnay '09

\$199.00 *save* \$15.80



Library Releases

With current vintages of Coleraïne and Zara sold out, we have dug into our cellar for some aged wine for you.

Be in quick, as the limited stock of these aged wines will sell out fast. You can order these wines on our website www.temata.co.nz or call Anna today on 0800 TEMATA.



COLERAÏNE '06 LIBRARY RELEASE - LIMITED

A concentrated, dark crimson colour with complex characters of blackcurrant, black cherry, spiced plum, marzipan, and roses. Sustained tannins underpin a powerful palate structure with a very long, fine finish.

"94 points. Irresistible cashmere texture, a wine that will age effortlessly over 10-15 years."

Neal Martin, Robert Parker's Wine Advocate, #176, April 2008

ZARA '08 LIBRARY RELEASE - LIMITED

A pale lemon colour. The aroma features exotic floral notes of honeysuckle, orange blossom and musk. The palate is long, fine and opulent with pear, white peach, mandarin and dried apricot flavours.

"95 points. Honey, spice and apple.... remarkably fresh and intense."

James Halliday, Australian Wine Companion, September 2009

New Faces

Join us in welcoming Anna Fairley to our sales and marketing team. Previously manager of The French Art Shop in Wellington, Anna is a hometown girl returning to Hawkes Bay – a long trip on her scooter! Anna can be reached on anna@temata.co.nz.



Since the last newsletter, John and I have taken *Showcase 2011* around the world. More to come on this in Spring!

Sally

PS Save the date! The postponed Christchurch *Showcase 2011* is now set for 2 November at The George Hotel. Tickets \$30. Contact anna@temata.co.nz to secure your place.

TE MATA ESTATE SHOWCASE 2011 REVIEWS

*"...stunning wines in both 2008 and 2009
...Coleraïne and Awatea 2009 are bona fide classics..."*

Robert Parker's Wine Advocate

COLERAÏNE '09

93-95 points. Great intensity and promise.

Robert Parker's Wine Advocate

98 points. The greatest New Zealand wine ever made. *Wine Orbit*

It's undeniably class. ★★★★★

The Listener

97/100. Will age magnificently.

BobsWineReviews.com

19.5+/20. A new level of flavours... to complement the truly classical notes.

Regional Wines & Spirits

The best Coleraïne ever.

Fine Wine Delivery Company

This wine should put a gleam in the eye of collectors.

Gourmet Traveller Wine

AWATEA '09

A spectacular Awatea... already so much character and charm here.

Robert Parker's Wine Advocate

95 points. Clearly a great vintage for Awatea.

Gourmet Traveller Wine

95 points. Just when you thought you've tried the best Awatea (2007), comes this exceptional 2009 wine.

Wine Orbit

19.5/20. Incredible focus, soft red fruit tannins and blackberries and a long finish.

Regional Wines & Spirits

An outstanding Awatea.

Fine Wine Delivery Company

"It's official. The nation's number one Bordeaux inspired reds"

WineOfTheWeek.com

"Among the finest wines in the world"

Fine Wine Delivery Company

COLERAINE '09

A saturated magenta colour with concentrated aromas of blackcurrants, spice and dark old fashioned roses. The palate is rich with the dense sweet dark berry fruit. The wine quickly turns to rich fine tannins, leaving a lasting impression of a wine of significant quality.

Development Potential: 10-15 years from harvest

AWATEA '09

A deep crimson colour, with lifted floral, ripe blackberry cedar and spice aromas. The palate is laden with rich dark cherry, chocolate and Provence herb flavours, with a fine, persistent tannin finish.

Development Potential: 5-10 years from harvest

BULLNOSE '09

An impressive deep magenta colour, with aromas of raspberry and cherry syrups. The rich palate displays velvety textures and cream notes, leading to a long, elegant finish.

Development Potential: 6-10 years from harvest

ELSTON '10 NEW RELEASE

An intensely bright golden colour and a nose of white peach, oatmeal and meadow flowers. The palate shows the concentration of superbly ripe fruit, with richness and intensity, balanced by crisp length. Great cellaring potential. Lovely!

Development Potential: 2-5 years from harvest

CAPE CREST '10

A pale golden green colour with lovely guava, nectarine and honey aromas. The fresh palate displays ripe nectarine and strawberry flavours, with mineral notes to its long, complex finish.

Development Potential: 3-5 years from harvest

ZARA '09

The palest gold colour with pure aromas of orange blossom and peach blossom. The palate is rich with orange honey and apricot flavours, with cinnamon, clove and ginger notes to its long, elegant finish.

Development Potential: 3-5 years from harvest

SOLD OUT
'10 in Showcase 2012 release

SOLD OUT
'10 in Spring release

Woodthorpe MERLOT/CABERNETS '09 NEW RELEASE

A dark ruby colour with aromas of ripe blackberry, blueberry, cedar and spiced fruitcake. The palate is rounded and generous, with lovely fruit richness supported by ripe powdery tannins, giving structure and length to the long finish.

Development Potential: 3-6 years from harvest

Woodthorpe SYRAH '10 NEW RELEASE

A bright crimson colour with aromas of red cherries, raspberries and pepper and jasmine floral notes. The palate features the same red berry fruits complemented by baking spice flavours and integrated soft tannins.

Development Potential: 2-5 years from harvest

Woodthorpe GAMAY NOIR '10 LIMITED

A brilliant cerise colour with aromas and flavours of crushed, fresh, soft, summer berries; raspberry, cherry and strawberry, and a distinct licorice note to its juicy and refreshing finish.

Development Potential: 1-2 years from harvest

Woodthorpe CHARDONNAY '09

A distinct golden tint with fresh green lights. It shows nectarine, sweet lemon and oatmeal characters on a weighty, balanced palate of great length.

Development Potential: 2-4 years from harvest

Woodthorpe SAUVIGNON BLANC '10 LIMITED

A fresh, light green colour with lovely aromas of guava, passionfruit, and lime. These tropical fruit characteristics continue in the full palate with a delicious mineral texture and long, crisp finish.

Development Potential: 1-2 years from harvest



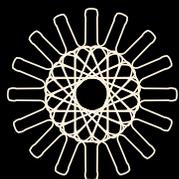
Tasting Selections...

THE SECRET

6 Elston '10 &

6 Woodthorpe Merlot/Cabernets '09

\$249.00 save \$37.80



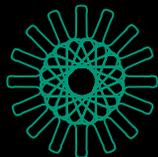
WONDERFUL WOODTHORPE

3 Woodthorpe Merlot/Cabernets '09

3 Woodthorpe Syrah '10

6 Woodthorpe Chardonnay '09

\$199.00 save \$15.80



2011 Vintage Report

Spring was mild and generally dry, apart from four days of rain mid October which delivered about twice the monthly average. November and December were dryer than average for that time of year. Many overcast days and cloudy nights gave the bonus of no frosts. Flowering began one to two weeks later than the recent norm, but went extremely well and was mostly finished by December.

The prevailing northerly and northeasterly weather kept the days and nights warm and there were many hotter (30-33 degree) days between Christmas and mid-January.

Then we had five days of rain followed by another 45mm a few days later. Rain at this stage of the season is beneficial for the vines if it follows a dry period, but subsequent dry weather is important for a good vintage. This is exactly what we got; February produced 5mm of rain and a mix of warm and hot weather, with some days reaching 35 degrees.

March was generally fine but unsettled, with a total of four rain days through the month. The white grapes were showing lovely ripe flavours, so when the bulk of the March rain fell on the 21st/22nd, we had already harvested most of our sauvignon blanc and chardonnay.

Most of April was warm and fairly dry, with only 25mm of rain falling up to the 26th. Crop condition was monitored daily. As with the white varieties, ripe flavours came early in the reds relative to the sugars. 2011 was a year to pick on flavour, rather than the usual pursuit of higher sugars and hang time. Acid levels in all of our crops were normal, or even lower, - further assurance that ripeness had been achieved.

We finished harvesting on 23 April, two days before the Hawkes Bay deluge.

We are very pleased with all of our wines from 2011. They are charming, ripe, fruity wines that will be great ambassadors for the labels over the years to come.

Peter Cowley

