

Pinot Noir	France	USA	Chile	South Africa	Australia	New Zealand
WHERE Prefers a cool to moderate climate *Too warm and flavours become 'cooked' or 'jammy'	PDOs: - Bourgogne AOC - Villages (Côte d'Or) - Gevrey-Chambertin AOC - Nuits-Saint-Georges AOC - Beaune AOC - Pommard AOC 1er Cru AOC - Grand Cru AOC	- Oregon - California - Sonoma - Los Carneros - Santa Barbara	Casablanca Valley	Walker Bay	- Victoria - Yarra Valley - Mornington Peninsula	- Martinborough - Marlborough - CENTRAL OTAGO
WHY:	BOURGOGNE AOC - Flatter sites VILLAGES - Sometimes sloped sites - Drier soils PREMIER CRU + GRAND CRU - South + southeast facing slopes (maximum sunlight exposure for ripening) - Warm dry soils	- Climate moderators - ocean breezes - morning fog	- Climate moderators - ocean breezes - fog	- Climate moderator - ocean breezes	- Climate moderator - ocean breezes	CENTRAL OTAGO - Intense sunshine - Rain protection
WINE STYLE High acid Low/med Tannin Light/medium Body RED FRUITS Careful use of oak Higher quality can age: mushroomforest floor	BOURGOGNE AOC Light to medium body Low tannin with fresh red fruit flavours VILLAGES (Gevrey-Chambertin AOC, Nuits-Saint-Georges AOC, Beaune AOC, Pommard AOC) More flavour intensity, complexity and length than Bourgogne AOC PREMIER CRU AOC + GRAND CRU AOC Most intense and complex Concentrated red fruit (strawberries, cherry) Subtle oak aromas (vanilla, smoke) LONG AGING POTENTIAL developing complex tertiary (mushroom, forest floor) in bottle	Riper red fruit (compared to Burgundy) More noticeable oak character Yes (very good/outstanding quality) aging potential	Red fruit Herbal notes GOOD VALUE \$\$	Vibrant fruit	Range of styles - light and fragrant and low tannins - riper 'cooked' red fruit character with medium tannins	CENTRAL OTAGO Pronounced fruit - Strawberry - Red cherry Medium-Full Body Yes oak Yes ageworthy developing complex tertiary aromas (mushroom, forest floor)



MERLOT	FRANCE	USA	CHILE	SOUTH AFRICA	AUSTRALIA	NEW ZEALAND
WHERE	Languedoc-Roussillon - Pays d'Oc IGP BORDEAUX - Bordeaux AOC BORDEAUX RIGHT BANK - Pomerol AOC - Saint-Emilion AOC	- California (Central Valley) - Napa Valley - Sonoma	Central Valley	Stellenbosch	Margaret River	Hawke's Bay
WHY	LANGUEDOC-ROUSSILLON - Warm and dry BORDEAUX - Moderate climate - High rainfall at harvest - High VINTAGE VARIATION	CENTRAL VALLEY warm irrigated high yielding vines NAPA + SONOMA Warmer (inland) spots for premium wines	- Warm and dry - Fertile valley floor Easy and consistent ripening	- Moderate to warm climate - Mountainous region (altitude)	Moderate climate	Moderate climate
WINE STYLE IN GENERAL 2 styles LIGHT-MEDIUM BODY Destined for immediate consumption if oak – it's oak CHIPS/STAVES FULL BODY Concentrated and complex, matured in oak (adds body and complexity), ripe/cooked red and black fruits High aging potential	LANGUEDOC-ROUSSILLON - Light-medium bodied style - Single varietal and blends BORDEAUX AOC BORDEAUX SUPÉRIEUR AOC - Merlot dominant blends with Cabernet Sauvignon SAINT-ÉMILION AOC POMEROL AOC Outstanding quality FULL BODY Pronounced aromas Black fruit Oak maturation Extended bottle ageing (dried fruit and tobacco)	ALL STYLES AND QUALITY LEVELS Single Varietal and blended styles (with Cabernet Sauvignon) Wines labelled 'California' from Central Valley - softer lighter style oak staves NAPA + SONOMA - Concentrated - Full bodied - RIPE FRUIT Pronounced OAK	CENTRAL VALLEY High volume wines made in a soft style (medium body) destined for immediate consumption	STELLENBOSCH Strong reputation for high quality reds Complex, ageworthy wines traditionally blended with Cabernet Sauvignon	MARGARET RIVER Consistently high quality Traditionally blended with Cabernet Sauvignon = 'BORDEAUX BLENDS'	HAWKE'S BAY Single varietal and blended styles (with Cabernet Sauvignon) - Light and fruity styles AND - Full-bodied with aging potential

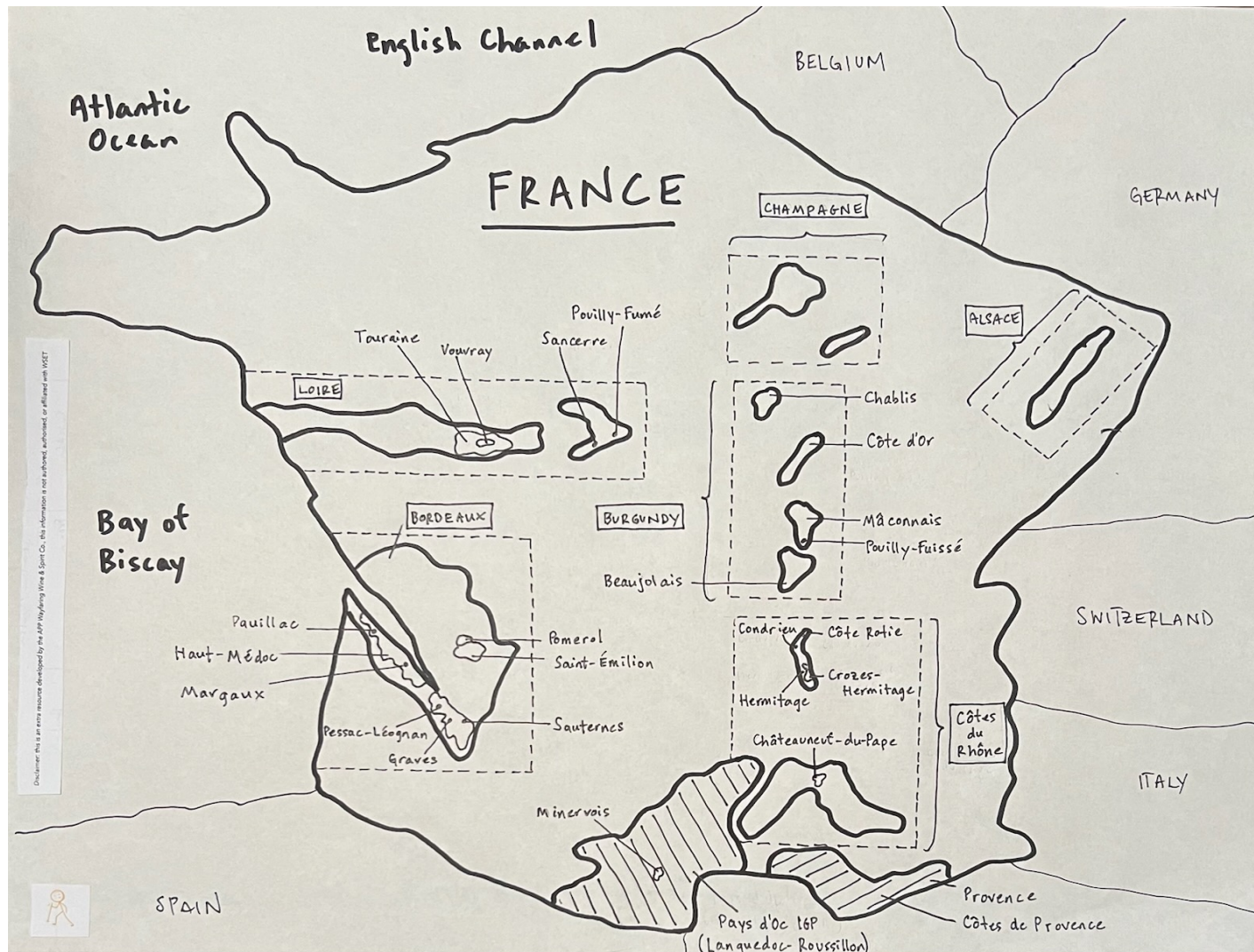


CABERNET SAUVIGNON	FRANCE	USA	CHILE	SOUTH AFRICA	AUSTRALIA	NEW ZEALAND
WHERE	Languedoc-Roussillon • Pays d'Oc IGP BORDEAUX LEFT BANK • Haut-Médoc AOC • Margaux AOC • Pauillac AOC • Graves AOC • Pessac-Léognan AOC	• California (Central Valley) • Sonoma • Napa Valley 1.Oakville 2.Rutherford 3.Calistoga	• Central Valley 1.Colchagua 2.Maipo Valley (important subregions FOR PREMIUM WINES FROM CABERNET SAUVIGNON within the Central Valley)	• Stellenbosch	• Margaret River • Coonowarra	• Hawke's Bay
WHY	BORDEAUX • Moderate climate • Grapes struggle to ripen in coolest sites • VINTAGE VARIATION LEFT BANK SOILS • Gravel • Warm dry soil • Increases vineyard temperature to aid ripening	CENTRAL VALLEY • Hot irrigated inland vineyards NAPA VALLEY • Warm sunny ideal ripening conditions • Warmer moving north up the valley (beyond the fog)	COLCHAGUA MAIPO VALLEY • regions that span laterally between coastal and Andes mountain ranges • broad range of vineyard sites (aspect/altitude)	STELLENBOSCH • moderate to warm climate • mountainous region – varying altitudes and aspects	MARGARET RIVER • moderate climate • coastal breezes COONAWARRA • warm climate moderated by cloud cover and ocean breezes	• needs the warmest sites to ripen • commonly blended with Merlot (more widely planted)
WINE STYLE	LANGUEDOC ROUSSILLON Minimal vintage variation Grapes ripen reliably Single varietal and blends with Merlot and other black grapes – good quality Labelled Pays d'Oc IGP BORDEAUX LEFT BANK HIGHEST QUALITY POTENTIAL high acid high tannin wines capable of extended bottle aging - tannins soften and wine develops dried fruits, earth notes	CENTRAL VALLEY Wines labelled 'California' • immediate consumption • OAK CHIPS NAPA VALLEY subregions OAKVILLE + RUTHERFORD • Full body • RIPE FRUIT • High levels of ripe tannin • NEW OAK CALISTOGA • Most ripe • Fullest body • NEW OAK	COLCHAGUA MAIPO VALLEY Single varietal and blends (with Cab and Carmanère) Increasing number of producers with reputation for very good to outstanding quality wines Foothills of mountain ranges producing the most distinctive wines • herbal • herbaceous • black fruit • NEW OAK for higher quality wines	STELLENBOSCH Single varietal and blends (with local specialty grape: Pinotage) Range of styles from • fresh and herbal styles TO • full-bodied styles with cooked fruit flavours and high alcohol	MARGARET RIVER High quality ' Bordeaux blends ' and single varietal • ripe black fruit • subtle oak COONAWARRA Distinctive high quality single varietal wines • herbal, mint • pronounced black fruits • OAK (smoke and cedar) • Can develop in bottle	Cab/Merlot blends • fresh red and black fruits • herbaceous notes (green bell pepper)



SYRAH/SHIRAZ	France	Australia
WHERE	Languedoc Roussillon - Pays d'Oc IGP (single varietal wines – just Syrah grape) Minervois AOC (blended wines – Syrah and other traditional grapes from the Minervois AOC wine region) NORTHERN RHÔNE (Syrah is the only permitted red grape in the northern Rhône region) Côte Rôtie AOC Hermitage AOC Crozes-Hermitage AOC	- South Eastern Australia (broad geographical zone) - Barossa Valley - Hunter Valley
WHY	Languedoc Roussillon – warm sunny dry climate fruit ripens easily here NORTHERN RHÔNE – SYRAH IS THE ONLY RED GRAPE PERMITTED IN THE NORTHERN RHÔNE AOCs CÔTE RÔTIE AOC - Northern limit for ripening Syrah - Very narrow valley following the Rhône River - Steep south facing slopes + warm dry stony soils - Can only hand harvest (machinery can't work slopes) - Wines are expensive to produce (labour \$\$ hand harvesting) HERMITAGE AOC - Tiny appellation – one steep south facing slope CROZES-HERMITAGE AOC - Larger, flatter appellation surrounding Hermitage AOC	SOUTH EASTERN AUSTRALIA - Broad range of vineyard sites - Most fruit is sourced from warm inland irrigated vines (inexpensive high-volume branded wines) - Excellent opportunities for blending wines for style and complexity across cooler sites moderated by cooling coastal influence and/or altitude with more ripe fruit coming from warmer sites BAROSSA VALLEY - OLD VINES – produce naturally low yields of highly concentrated fruit HUNTER VALLEY - Hot summers with CLOUD COVER and cooling sea breezes – slows ripening
WINE STYLE	Pays d'Oc IGP – fruity youthful destined for immediate consumption MINERVOIS AOC – blends with other local grapes – pockets of very good quality wines CÔTE RÔTIE AOC - Complex and PEPPERY – OUTSTANDING QUALITY +\$\$\$ - High aging potential - Sometimes co-fermented with white grape Viognier HERMITAGE AOC - Complex and peppery (slightly more ripe than Côte Rôtie) OUTSTANDING QUALITY + \$\$\$ - High aging potential CROZES-HERMITAGE AOC - Less complex and less intense than Côte Rôtie + Hermitage - More affordable because HIGHER YIELDS of fruit coming off the vines and flatter sites can be harvested/worked mechanically	SOUTH EASTERN AUSTRALIA - Mostly high volume branded wines (fruity, simple for immediate consumption) - Pockets of quality utilizing blending opportunities for more complex balanced wines BAROSSA VALLEY (old vines) - Full bodied wines with high levels of RIPE TANNINS - Cooked black fruit flavours - Black pepper - YES OAK (vanilla, coconut) HUNTER VALLEY - Medium bodied with medium to high tannins - Fresh black fruit flavours - Can develop complex tertiary aromas/flavours with age SOME EXPERIMENTATION (no particular region) WITH SPARKLING REDS FROM SYRAH





PINOT NOIR

Burgundy AOCs

- Gevrey-Chambertin
- Nuits-Saint-Georges
- Beaune
- Pommard

MERLOT

Pays d'Oc IGP

Bordeaux AOCs
(right bank)

- Pomerol
- Saint-Émilion

CABERNET SAUVIGNON

Pays d'Oc IGP

Bordeaux AOCs
(left bank)

- Pauillac
- Margaux
- Haut-Médoc
- Pessac-Léognan
- Graves

SYRAH

Pays d'Oc IGP

Northern Rhône

- Côte Rôtie
- Hermitage
- Crozes-Hermitage

