



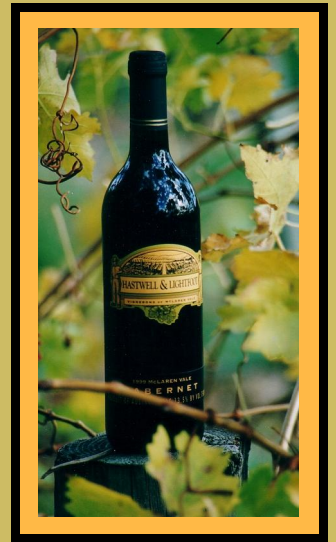
Along the Grapevine

News from Hastwell and Lightfoot

Norway

The Norwegian Government controls the purchase of all wines for the country's retail outlets, in fact they own them. They put out tenders that are highly specific on the wine style, region & price. In 2006 we cracked the market with a small tender for 100 cases of premium Shiraz. However, the Government tasting panel loved our wine so much that they upped the order to 200 cases. Then a week

later they said if we could supply 500 cases, they would put the wine in all 220 stores across the country. The wine was launched in January 2007. By March we had an urgent call for a further 400 cases. The wine was walking off the shelves. We have since been asked to have another 400 cases ready for June/July shipment. We have always said that the Norwegians have amazingly good palates.



2007 Vintage Update

Everything you have read in the papers has some truth in it. For the growers in the McLaren Vale region this has been one of the smallest vintages we have ever experienced. A combination of drought and frost has seen some crops down to as little as fifty percent of the normal yield.

Although the quantity of wine produced by Hastwell & Lightfoot in 2007 is down, the quality is certainly not. When the 2007 wines are released they won't be around for long...so grab them while you can!

Order Now!

To place your order for Hastwell & Lightfoot wine to be delivered to your straight door you can either contact us directly on (08) 8323 8692 or, to receive a complimentary bottle of Hastwell & Lightfoot Olive Oil with your dozen wine contact United Cellars on (02) 8915 5333.

For Queensland, New South Wales and Victoria customers who would like to find their closest retail outlet please contact Wine 4 on (03) 9696 2458.

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News from the Vineyard

Spring 2007 will see some very hard work in the vineyard as we get down [literally] to plant 3 acres of the Italian variety - Barbera and 3 acres of 2 new Shiraz clones. The Barbera is something we have been waiting for, for 3 years and in another 2 years when we start to get fruit we are confident it will have all been worthwhile. Barbera in the glass is a beautiful full flavoured, mouth-filling red wine. Think Italian food & this is the wine for it.

The Shiraz planting is also special, the 2 new clones we have selected have shown in tasting panels to produce wines of rich colour, heaps of aroma & a complex array of flavours.

Given growing development time, a couple of years in oak, a year in the bottle before release, and we will be letting you know all about it. By then it will be 2011. There is no such thing as a short term decision in this business.

H&L web page Launch

For the complete story behind the partnership that is Hastwell & Lightfoot Wines and all the latest news, visit the brand new H&L website launched this week.

At www.hastwellandlightfoot.com.au you will find tasting notes on all your favourite Hastwell & Lightfoot wines, information on the McLaren Vale region and much more.

Don't forget to sign the guest book before you leave.

A True Love Story

This is a story of... "I loved the wine so much I decided to go into business to get it".

Quite a few years ago an American couple Pat and John Martin came to our house to taste our wines. After a very pleasant afternoon they left with a mixed case to take back to Singapore where they had been living for many years. Very soon we received an email asking us to send them 12 cases, and then it was 32 cases. This went on regularly for several years. Then one day

John decided it was time to return to the US, continuing to work for the computer technology company that employed him in Singapore. Their first question was - "where can we get your wine in the US"? The answer - "you can't". Reluctantly they accepted this, but only for a while. Then one day Pat emailed saying she was going to get an import licence and set up a distribution system, so that they could drink Hastwell & Lightfoot again and introduce it to many other people in the Washington DC area. Pat is one determined lady and, after many months of handling US bureaucracy, she was granted her import licence. The first order of 128 cases will leave Australia in June!

Brisbane Fine Wine Festival July 6, 7 & 8

Brisbane readers, don't miss the opportunity to taste all the fine Hastwell & Lightfoot wines at the upcoming 12th Annual Brisbane Fine Wine Festival. To be held at Brisbane's Mecure Hotel, This is an event not to be missed.



To make a booking call 3870 2555.