



# Single Vineyard Sellers

EST 2003

EXPORT PORTFOLIO

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@singlevineyards



SingleVineyardSellers

*Image courtesy of Harewood Estate*

# Single Vineyard Sellers

## A FRESH FACE TO AUSTRALIAN WINE

Single Vineyard Sellers has grown from its origins as a Sydney based wine importer and wholesaler to become a fresh face of Australian wine in the international market place.

We take great care in the selection of wineries we work with. Most of them are family businesses, and many are ranked highly by James Halliday, author of Australia's foremost annual guide to its wines, The Australian Wine Companion. We visit each other regularly, and work together to ensure our offer is relevant to a modern wine consumer.



Single Vineyard Sellers

EST 2003

Image courtesy of Harewood Estate

## Our wineries

### **BIBLIOTHEQUE**

Margaret River (WA)  
McLaren Vale (SA)  
Marlborough (NZ)

### **HIGHGATE**

Margaret River (WA)  
Orange (NSW)  
Marlborough (NZ)

### **HAREWOOD**

Great Southern (WA)  
Frankland River (WA)  
Mount Barker (WA)  
Porongurup (WA)  
Denmark (WA)

### **APRICUS HILL**

Denmark (WA)

### **FLUX**

Great Southern (WA)

### **SILKWOOD ESTATE**

Pemberton (WA)

### **PRINTHIE + SWIFT**

Orange (NSW)

### **THE LITTLE WINE COMPANY**

Hunter Valley (NSW)  
Goulburn Valley (VIC)





**“A FRENCH NAME FOR AUSTRALIAN WINES SOLD BY A FRENCH WOMAN? POURQUOI PAS, C’EST SVS, APRÈS TOUT!”**

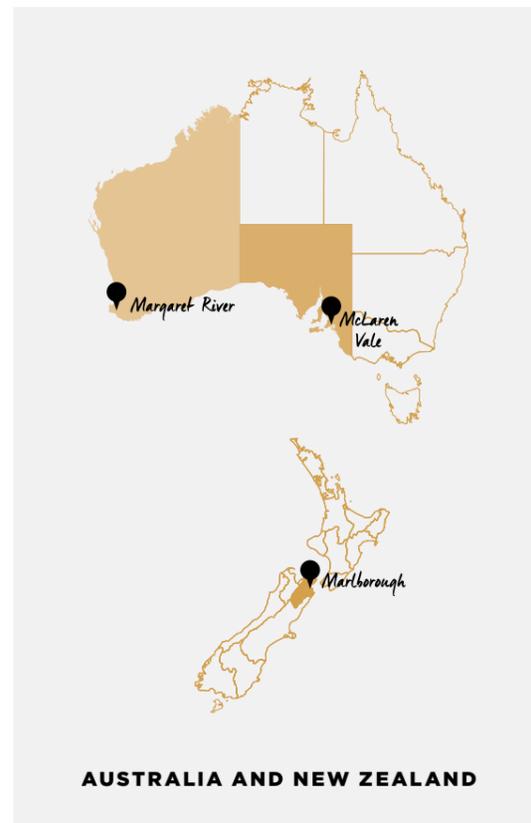
**Bibliothèque** *Australia and New Zealand*

- WINES FROM THE -  
**bibliothèque**

The Bibliothèque is populated by a diverse range of people and its shelves are filled with a diverse range of wines. There is increasing interest in regional expression in Australian wines - these wines are popular varieties and styles from the regions best suited to each of them. The wines have been blended and prepared with care by us at SVS with our chosen winemakers. With an eye to current market demand, we want to deliver a superb value proposition for you and your customers.

*“The idea of combining wine and books, two of our favourite things, was too good to pass when we envisioned what was to become Bibliothèque. Like a good library, we at SVS are diverse company - rich in the breadth and depth of our experience and knowledge.”*

**Marine, Single Vineyard Sellers**



- Australian Sparkling Chardonnay-Pinot Noir
- Marlborough Sauvignon Blanc
- Margaret River Semillon-Sauvignon Blanc
- Margaret River Cabernet-Merlot
- McLaren Vale Shiraz





**"IT'S A DREAM JOB - DEVELOPING HIGH QUALITY PARCELS OF FRUIT WITH PASSIONATE WINEMAKERS INTO WINES THAT CLEARLY SPEAK OF THEIR ORIGIN."**

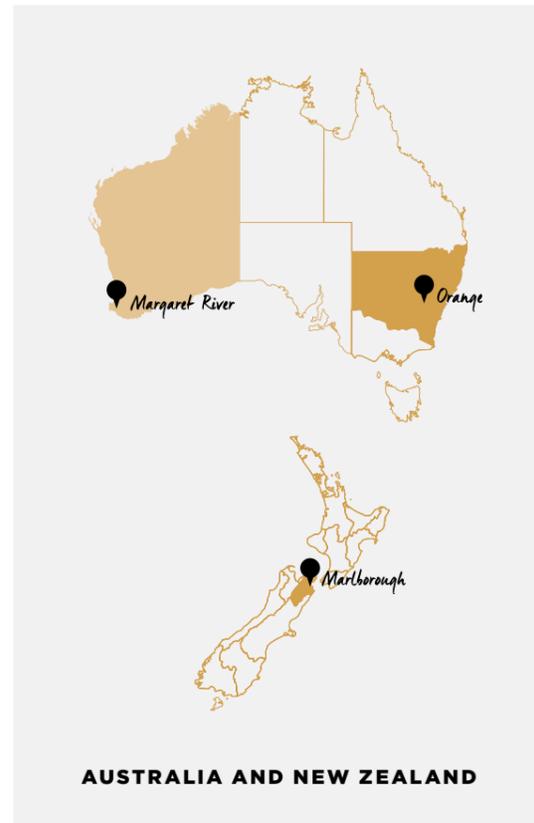
**Highgate** Australia and New Zealand



The philosophy of multi-regional brands, is the pursuit of excellence. Certain grape varieties express themselves, more pleasingly in certain regions, and there is no need to compromise. We have harnessed our combined 150+ years, experience in the wine trade to source and present superb wines from the most appropriate regions. These wines have been prepared with the HORECA channel in mind, as such elegance and finesse are the hallmarks of the house style.

*"It has been eight years since the first Highgate Chardonnay, and this year, we are excited to once more see the Orange GI on this label. A beautiful region high up in the Central Ranges of New South Wales, Orange is increasingly recognised as a great source of premium cool-climate wines. We feel that the time is right to re-introduce you to the elegance of Highgate Orange Chardonnay."*

**Stu, Single Vineyard Sellers**



- Australian Sparkling Chardonnay-Pinot Noir
- Marlborough Sauvignon Blanc
- Orange Chardonnay
- Margaret River Cabernet Sauvignon





“FIVE SUB REGIONS - FOR ME,  
IT'S LIKE WORKING IN A LOLLY SHOP!”



ALTITUDE  
130-350m



MEAN TEMP  
18.5-19°C



CLIMATE INFLUENCE  
MARITIME

## Harewood Estate *Great Southern, Western Australia*

Sustainable vineyard management  **HAREWOOD ESTATE**  
GREAT SOUTHERN WESTERN AUSTRALIA

★★★★★ *Halliday Five Red Star Winery*

Harewood Estate wines showcase the spectacular Great Southern region. Based in Denmark, along the coast overlooking the Southern Ocean, the estate vineyards cover two sites off Scotsdale Road north of the town - the original Harewood vineyard, and the recently acquired Apricus Hill.

The estate vineyards are complemented by those managed to owner and winemaker James Kellie's specifications across the spectacular Great Southern. James' elegant and pure wine style reflects the pristine, un-spoilt nature of his back yard.

Current vineyard area 19 ha  
Current production 180,00 bottles p.a. (avg.)

« In 2003 James Kellie, responsible for the contract making of Harewoods wines since 1998, purchased the estate with his father and sister as partners. A 300-tonne winery was constructed, offering both contract winemaking services for the Great Southern region and the ability to expand the Harewood range to include subregional wines. In January 2010 James, together with wife Careena, purchased his fathers and sisters shares in the business; they are now 100% owners.»

**James Halliday, Australian Wine Companion**



### ABOUT THE GREAT SOUTHERN

**FRANKLAND RIVER, DENMARK, MOUNT BARKER, PORONGURUP** (left to right)

The Great Southern is a vast region, the climates ranging from maritime to continental within a diverse topography. The northern landscape is rolling hills and wheat fields, while the south is more varied, with valleys and tall Karri and Marri eucalypt forests leading to the beaches overlooking the Southern Ocean.

MIRA Sparkling Chardonnay Pinot Noir

Great Southern Sauvignon Blanc-Semillon  
Great Southern Cabernet-Merlot  
Great Southern Cabernet Sauvignon  
Great Southern Shiraz

Porongurup Riesling  
Denmark Riesling  
Mount Barker Riesling  
Frankland River Riesling  
Denmark Chardonnay  
Denmark Pinot Noir

Reserve Denmark Semillon-Sauvignon Blanc  
Reserve Denmark Chardonnay  
Reserve Great Southern Shiraz-Cabernet  
Reserve Great Southern Shiraz  
Reserve Great Southern Cabernet Sauvignon





“THE PERFECT PLACE TO WORK WITH ENVIRONMENTALLY SUSTAINABLE PRACTICES.”

 **ALTITUDE**  
200m
  **MEAN TEMP**  
18.5°C
  **CLIMATE INFLUENCE**  
MARITIME

### Apricus Hill Denmark, Western Australia

Sustainable vineyard management 



2017 Wine companion - 10 top new wineries

The Apricus Hill winery was born in the spring of 2013 when James and Careena Kellie purchased the vineyard just a couple of minutes down Scotsdale Road from their home, Harewood Estate. Having bought fruit from this vineyard for years, they wished to secure access to the high quality fruit that they had appreciated working with over the years.

These single vineyard wines differ from the classic style that winemaker James Kellie offers through his Harewood Estate wines - expect refined and distinctive varietal expressions from this unique site.

Current vineyard area 8 ha  
Current production 12,000 bottles (avg)

- 
- Denmark Semillon
  - Denmark Sauvignon Blanc
  - Denmark Chardonnay
  - Denmark Pinot Noir
- 



“HOME FOR MY EXPERIMENTAL WINE PROJECTS .”

 **ALTITUDE**  
100m-350m  
(Porongurup)
  **MEAN TEMP**  
19°C
  **CLIMATE INFLUENCE**  
MARITIME

### FLUX Great Southern, Western Australia

## FLUX

With James Kellie's attractive FLUX wines, you really can judge a book by its cover. What is in the bottle and what's on the label are the intriguing result of an experimental process. In these wines there is more freedom, but an equal attention to detail, as James Kellie's meticulously composed wines that we know well from Harewood Estate.

The mystique of the wine's production is encoded within the label itself. In what may be a world first for wine label design, the FLUX labels are created using a printing technology where each successive label is transformed by an algorithm that is loaded with vineyard and wine numerical data. This is a collection of unique numbers: date and time of harvest, tonnes harvested, GPS co-ordinates, volume of the wine, and much more.

Current production: 18,000 bottles (avg)

- 
- Flux I Shiraz Tempranillo
  - Flux II Pinot Gris
  - Flux III Chardonnay
  - Flux IV Gewürztraminer
  - Flux V Pinot noir
  - Flux VI Oaked Porongurup Riesling
  - Flux VII Blend  
(Pinot Gris / Gewürz / Riesling)
- 





**“THE PHILOSOPHY IN THE WINERY AND THE VINEYARD ARE THE SAME - TO PRODUCE THE FINEST FRUIT POSSIBLE AND ALLOW THAT FRUIT CHARACTER TO CARRY THROUGH TO THE FINISHED WINE.”**



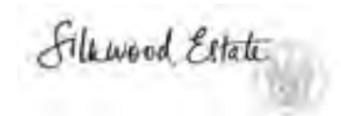
ALTITUDE  
175m



MEAN TEMP  
19.5°C



CLIMATE INFLUENCE  
MARITIME



**Silkwood Estate** Pemberton, Western Australia

★★★★ Halliday 4 star wineries

For viticulturalist Jonathan Reeve and business manager Carla Reeve, Silkwood’s focus on quality is of the utmost importance, with winemaking focused on expressing the distinctive varietal traits that Pemberton is renowned for. Set in Pemberton’s premier wine growing region amidst towering “karri” forests, Silkwood’s 24 hectare vineyard is blessed with gravelly soils and cool, even temperatures during the ripening periods. It was these characteristics that sealed the decision to establish Silkwood Estate at this site in 1998.

Current vineyard area 24 ha  
Current production 120,000 bottles (avg)

*“The Pemberton region is a new GI for the Single Vineyards portfolio, and we’re really looking forward to presenting these new wines to you.”*

**Stu, Single Vineyard Sellers**

**ABOUT PEMBERTON**

At 34 degrees south and 175m above sea level, Pemberton has a cool, rainy climate and hot summers. Two major soil types support the vineyards here - gravelly sands/loams over clay subsoils on many of the higher slopes around Pemberton, and Karri loam - a deep red fertile volcanic soil which, with the abundant winter and spring rainfall, leads to vigorous growth.

- The Bowers Sauvignon Blanc Semillon
- The Bowers Riesling
- The Bowers Chardonnay
- The Bowers Pinot Noir
- The Bowers Merlot
- The Bowers Shiraz

- The Walcott Sauvignon Blanc
- The Walcott Semillon
- The Walcott Riesling
- The Walcott Chardonnay
- The Walcott Pinot Noir
- The Walcott Shiraz
- The Walcott Malbec
- The Walcott Cabernet Malbec





**“AFTER WORKING WITH WINERIES AROUND THE WORLD, I AM EXCITED TO HAVE JOINED SUCH AN ENTHUSIASTIC AND QUALITY DRIVEN FAMILY-OWNED WINE PRODUCER HERE IN AUSTRALIA.”**

ALTITUDE 600-1000m
 MEAN TEMP 19.5°C
 CLIMATE INFLUENCE CONTINENTAL

**Printhie + Swift** Orange, New South Wales

Sustainable vineyard management



★★★★★ *Halliday Five Red Star Winery*

Printhie + Swift hail from the cool, elevated slopes of the Orange wine region, Australia's highest. The Swift family have farmed the soils of the region for 38 years and draw on this experience to create aromatic wines of elegance and purity of fruit. A combination of the family's estate and grower vineyards offers a broad range of soils and elevations.

The lower, warmer sites (600 – 700m) offer ancient limestone derived soils while the higher, much cooler vineyards (900 - 1,100m) offer younger volcanic basalt soils. It is the experience and understanding of these sites, coupled with delicate, sensitive winemaking that allows the wines to tell the story of this unique region.

Current vineyard area 30 ha  
Current production 330,000 bottles p.a. (avg)

*“Owned by the Swift family, and the next generation Edward and David have taken over (from Ed Swift) the reins to guide the business into its next era. In 2016, Printhie clocked up 10 years of commercial wine production, and the vineyards are now reaching a good level of maturity at 20 years.”*

**James Halliday, Australian Wine Companion**



**ABOUT ORANGE**

The climate is strongly influenced by, and largely dependent on, elevation. Overall, mild to warm midsummer mean temperatures, seldom rising above 32°C (90°F), are offset by cool to very cool nights during the growing season. Matching site and variety is vitally important to enhance the natural characters of the grapes, with heavier bodied reds at the warmer, lower elevations and lighter aromatic whites at the cooler and higher elevations.

- Swift Sparkling Cuvée
- Swift Sparkling Rosé
  
- Mountain Range Sparkling
- Mountain Range Sauvignon Blanc
- Mountain Range Pinot Gris
- Mountain Range Chardonnay
- Mountain Range Merlot
- Mountain Range Shiraz
- Mountain Range Cabernet Sauvignon
  
- Mt Canobolas Collection Chardonnay
- Mt Canobolas Collection Shiraz
  
- Super Duper Chardonnay
- Super Duper Syrah
- Super Duper Cabernet Sauvignon





**"WE MAKE WINES THAT WE LIKE TO DRINK,  
AND WE MAKE THE BEST WINE WE CAN!"**



**The Little Wine Company** Goulburn Valley, VIC and Hunter Valley, NSW



Ian and Suzanne Little are dedicated to producing what are still regarded as emerging varieties in Australia. While the Littles call Hunter Valley home, beautiful fruit is also sourced from a Goulburn Valley vineyard farmed by their Victorian friends. We find the wines deliciously drinkable, and always true expressions of the varieties as well as their respective regions.

Grapes sourced from long term contract growers  
Current production 24,000 bottles p.a. (avg.)

*"The Hunter Valley is more diverse than often acknowledged, from its vineyards to its extremely talented viticulturists and winemakers. For me, the best wines are often the highlight of a vintage, across all of Australia."*

**Stu, Single Vineyard Sellers**

**ABOUT THE HUNTER VALLEY**

This is one of the warmest and most humid climates of all Australian wine regions, with most of the annual rainfall occurring just before or during the vintage. The humidity, afternoon cloud cover and the sea breezes help to moderate the high summer temperatures. Soils vary widely, and have a strong impact on the style of wine produced. 60% of the wines produced are white, while Shiraz is the most important red grape variety.

Goulburn Valley Pinot Gris  
Goulburn Valley Gewurz

Hunter Valley Vermentino  
Hunter Valley Sangiovese  
Hunter Valley Tempranillo

Little Gem Hunter Valley Semillon  
Little Gem Hunter Valley Shiraz





## Recognition 🍷

### THE REAL REVIEW (HUON HOOKE AND BOB CAMPBELL)

Year	Wine	Reviewer
90 points	Harewood Estate Denmark Chardonnay 2016	HH
93 points	Harewood Estate Porongurup Riesling 2017	HH

### HALLIDAY WINE COMPANION (JAMES HALLIDAY)

Year	Wine	Reviewer
92 points	Silkwood Estate The Walcott Sauvignon Blanc 2016	JH
91 points	Silkwood Estate The Walcott Malbec 2015	JH
94 points	Harewood Estate Reserve Semillon Sauvignon Blanc 2016	JH
93 points	Harewood Estate Reserve Chardonnay 2015	NG

### WINE FRONT (CAMPBELL MATTINSON, GARY WALSH AND MIKE BENNIE.)

Year	Wine	Reviewer
92 points	Harewood Estate Mount Barker Riesling 2017	CM
93 points	Harewood Estate Denmark Riesling 2017	CM
92 points	Harewood Estate Frankland River Riesling 2017	CM
91 points	Harewood Estate Denmark Pinot Noir 2017	CM

## Going green 🌿

Our wineries are turning to organic and low-impact vineyard practices for more sustainable environmental outcomes. From ducks and horses as environmental stewards, to composting and energy-efficient winery design, learn more about our clean, 'green', wineries.

### PRINTHIE

Printhie actively pursues sustainable agricultural and wine production practices. Their program incorporates:

- » Landscape conservation works to protect soils and improve habitat for native animals
- » Reducing water and chemical use by monitoring viticultural practices
- » Reduce electricity consumption through energy-efficient winery building design
- » Composting of all grape marc and other raw materials from the property to produce a natural fertiliser for the vineyard.

### HAREWOOD ESTATE AND APRICUS HILL

The Harewood Estate and Apricus Hill vineyards are successfully trialling biological pest control and traditional methods of weed management:

- » In place of pesticide bait, a resident (and growing) flock of ducks eat snails and other insect pests around the vines, also removing these insects from the winemaking process
- » Back-to-basics weed & soil health management in the vineyards, by using horses to till the soil in place of a heavy tractor
- » "There's a clear focus on sustainable practices and being environmentally responsible and this to me is just a natural step in that direction," adds James.

## Buyers Own Brands and other exclusive labels

The core of our offering in BOB labels is formed by the GI specific wines which we present under our own labels Highgate and Bibliotheque. The blends for the SVS own production are finalised after a vintage, and are as a rule, unique blends, but do serve well as an indication to a style and price points.

### Wines we can regularly offer in this category

- Marlborough Sauvignon Blanc
- Margaret River Sauvignon-Semillon
- Great Southern Sauvignon-Semillon
- Orange Chardonnay
- Great Southern Cabernet-Shiraz
- Margaret River Cabernet-Merlot
- Margaret River Cabernet Sauvignon
- McLaren Vale Shiraz
- Great Southern Shiraz

### General price and production guide

The final wine and vintage variations notwithstanding, as a rule Australian packaged wines can be delivered for as low as AU \$40 FOB per dozen. Prices lower than this require, as a rule, purchasing wine in bulk and bottling overseas. In these instances we prefer selling the wine only, with the customer packing the wine.

### Minimum production runs

Bottling of less than 1,200 dozen (14,400 bottles) will attract extra costs. These would be past on as arising, and depending on each project.

### Pricing advice

AU\$60 per dozen on pallets of 52-64 (Australian standard pallets, 1200x1200) Please note your price will be heavily dependent by your choice of dry goods (e.g. more premium glass or labels), as well as the components of the wine (e.g. more premium parts blended in, additional oak treatment).

Please note that our wines are bottled under screw caps. Printed capsules require, as a rule, a minimum run of 5,000 dozen. Storage of excess capsules will need to be charged. Embossed capsules attract a premium over printed ones.

## Orders and Shipping

### ALL SHIPMENTS

- All of our wines are 750ml and sealed with screw cap closures unless otherwise specified
- Additional charges may apply for orders smaller than straight pallets per SKU ordered
- Vintages to be shipped will be confirmed prior to dispatch with your pro-forma
- First orders are as a rule to be paid in full prior to dispatch

### LCL SHIPMENTS

- LCL shipments from Australian or New Zealand ports are invoiced in AUD
- LCL shipments ex-Almere (The Netherlands) are available EXW in EUR
- Please allow for customs and freight costs in addition to all Almere prices quoted by SVS
- All customs and freight costs are payable prior to collection of goods

### FCL SHIPMENTS

- FCL shipments are FOB Australian or New Zealand ports are invoiced in AUD
- Straight and mixed FCL shipments of Australian wines are as a rule FOB Sydney
- Additional charges may apply for other ports
- EXW shipments are available, with prices quoted on individual basis
- Straight and mixed FCL shipments of New Zealand wines are as a rule FOB Auckland
- Prices for FOB and EXW New Zealand FCL will be quoted on individual basis
- Additional charges may apply for other New Zealand ports

## Your SVS Contacts

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### TRADING TERMS & CONDITIONS

**1** The minimum order is one full pallet per variety ordered. Additional charges may apply for smaller orders. **2** Prices for Australian and New Zealand wines are quoted FOB ex-Sydney. **3** First 2 (Two) orders by any customers must be paid prior to despatch from our warehouse when goods are available. **4** First 2 (Two) orders by any customers must be paid prior to production - of dry goods in BOB case - of bottling in case of specific large orders. **5** A 'New Account Form' will be sent to each new customer and must be fulfilled to create an account with SVS. **6** No credit terms will be granted unless all information requested is completed. Two weeks is requested to validate all information and grant any credit terms. **7** Payment terms : FOB Sydney / Melbourne / Adelaide / Fremantle : 60 days from Bill of Lading unless otherwise agreed in writing prior to ordering. **8** FCL shipments of New Zealand wines are, as a rule, ex-Auckland - prices may differ if shipped directly from New Zealand. **9** Alternative ports and EXW prices are available on request. **10** A selection of wines is available from a bonded warehouse in Almere (EC 1332 Netherlands). Additional charges of AUD 9 per case apply for any stock withdrawn from this warehouse. **11** Most Australian and New Zealand wines are sealed with screwcap closures. **12** All bottles are 750ml in size unless otherwise specified. **13** Vintages do change, and will be confirmed prior to dispatch with your pro-forma. **14** JH : James Halliday Australian Wine Companion / DEC : Decanter UK