

Barker's Marquee Winery

WAVERLEY  VINEYARD



INTERNATIONAL
V I N E S

Awatere Valley Marlborough



WAVERLEY VINEYARD



WAVERLEY VINEYARD

Barker's Marque Winery

WAVERLEY  VINEYARD





BMW Core Brands are 100% VEGAN FRIENDLY

- No animal by products
- Plant based fining and filtering
- Pea proteins work best for us
- Continuous Quality Improvement



Members Since Inceptions 2018

QUALITY YOU CAN TASTE

OUR METHODS

- Sustainable on the front label
- AMW on Front label of ranga.
- ... live on the vineyard to make better wine
- 100% grapes come from Marlborough
- Limited and regulated crop size
- Simon on Board, only 30+ brands



Hear the buzz...

Forbes

FORBESLIFESTYLESPIRITS

Holiday Gift Guide 2023: New Zealand Sauvignon Blancs



With its ripe aromas, this Marlborough citrus Sauvignon Blanc is quite perfumed and delicate.

Arona Sauvignon Blanc 2023, \$13.99

This is one of four Sauvignon Blanc wines that Barkers Marque crafts, and it boasts notes of citrus so ripe it's almost tropical, with some wet stone and smoky passionfruit. It's a lively wine that's sure to provoke lively conversation.



This is a highly complex wine that's great for gifting.

Three Brooms Sauvignon Blanc 2023, \$18.99

This single vineyard Sauvignon Blanc offers rich and intense layers of aromas from lemongrass to wet stone minerality and brine. It is a spicy, creamy wine.

The Washington Post The 12 Best bargain wines of 2023



#5 Arona Sauvignon Blanc 2022 Marlborough, New Zealand, \$16
This sauvignon blanc shows the raciness we've come to expect from New Zealand savvie, without the vegetal jalapeno notes we sometimes get. Look for mango and passion fruit flavors to join apricot and tart red currants in a virtual fruit salad on your palate. Each time I come back to my glass, the mélange of flavors shifted to something new and delicious. Pair this with any seafood dish. Certified sustainable. ABV: 12.5 percent. BW: 540 grams (Average).

FORBESLIFESTYLESPIRITS

Holiday Gift Guide 2023: New Zealand Sauvignon Blancs...

Jeanette Hurt
Contributor

If you have a wine lover in your life, you can't go wrong with gifting a bottle of Sauvignon Blanc. And some of the most delectable and aromatic versions of Sauvignon Blanc can be found in New Zealand. Here's a list of some of the best New Zealand Sauvignon Blancs. All of these wines are sourced from Marlborough, New Zealand, and nearly each wine on this list has been independently certified by [Appellation Marlborough Wine](#), an organization trademark registered in 2018 to safeguard the Marlborough wine region for future generations. For a wine to be AMW certified, it must be made from 100 percent, sustainably grown and certified Marlborough grapes, as well as independently tasted to provide quality assurance to consumers.



This is a highly complex wine that's great for gifting. [Three Brooms](#) 2023 Sauvignon Blanc, \$18.99 This single vineyard Sauvignon Blanc offers rich and intense layers of aromas from lemongrass to wet stone minerality and brine. It is a spicy, creamy wine.



Forrest 2023 Sauvignon Blanc offers great flavors and represents the Marlborough region excellently. [Forrest Wines](#) 2023 Sauvignon Blanc, \$21.99 This is a classic Sauvignon Blanc in the Marlborough style, full of minerality. It boasts notes of passionfruit, guava, lemon, thyme, sage and a hint of white flowers.



This wine reflects a depth and breadth of Marlborough's wide variations in growing sites and soils. [Astrolabe Wines](#) 2023 Sauvignon Blanc, \$27 This is the second year in a row that Astrolabe's flagship Sauvignon Blanc has been recognized, and it includes fruit from every grower and sub-region the winery harvests from. A medium-bodied white wine, it offers aromas of makrut lime, passionfruit and lemongrass with a smooth, dry finish.



This wine is named for a mountain in the Marlborough wine region. [A&K Wines](#) Tapi 2023 Sauvignon Blanc, \$18 Mount Tapuae-o-Uenuku or Tapi, as the locals call it, rises above the Marlborough wine region. This delicious wine offers notes of ripe lemon, tropical fruits, passionfruit, lime, lemon and blackcurrants.



This beautiful wine was crafted at a family-owned and family-run winery. [Mount Riley](#) Limited Release 2023 Sauvignon Blanc, \$17 This wine also boasts a second year running in the AMW annual collection. This lovely wine boasts notes of passionfruit, crushed herb and blackcurrant with undertones of boxwood and citrus pith.



This lovely Sauvignon Blanc was crafted from grapes picked in Renwick, Waihopai Valley and Dillons ... [Smith & Sheth](#) CRU 2023 Wairau Sauvignon Blanc, \$25 The CRU vintage is curated from vineyards of exceptional quality. With tropical notes of melon and pineapple with hints of citrus, this is a gorgeous wine for celebrating.



This Sauvignon Blanc is sourced from a wild, sea-swept estate in New Zealand. [Otu](#) 2023 Sauvignon Blanc, \$18.99 The wild, sea-swept Otūwhero Estate is set where the Otūwhero River meets the Pacific Ocean, making this a very unique subregion. Fresh and intensely vibrant, this wine boasts notes of ripe passionfruit, lime and gooseberry.



This New Zealand Sauvignon Blanc hails from a single vineyard. [Villa Maria](#) Taylor's Pass 2022 Sauvignon Blanc Marlborough, \$26.99 This single vineyard Sauvignon Blanc boasts notes of fresh garden peas and blackcurrants mingled with herbs. On the palate are concentrated flavors of jalapeño and lemongrass, with a punchy finish of lime zest and a hint of gunflint.



This lovely wine is a classic expression of New Zealand Sauvignon Blanc. [Dog Point Vineyard](#) 2023 Sauvignon Blanc Marlborough, \$24.99 This family-owned estate is home to one of the oldest, privately established vineyards in Marlborough. The grapes were handpicked, and this wine boasts notes of grapefruit and with peach with a some subtle smoke and gravel notes.



This wine is named for the Opawa River that originally shaped the vineyard's soils. [Nautilus Estate](#) Opawa 2023 Sauvignon Blanc, \$22 This lovely wine embodies the classic style of Marlborough Sauvignon Blancs with bright, upfront aromatics including crisp citrus and passionfruit with hints of fresh herbs.



The Paper Nautilus turns down the volume of punchy aromatics yet still exhibits a sense of place. [The Paper Nautilus](#) Heritage Block Renwick Estate 2-22 Sauvignon Blanc, \$50 This wine reflects the winery's 38 years of fermenting Sauvignon Blanc. Sourced from their oldest Sauvignon Blanc vines grown in their very first vineyard, all the grapes are handpicked and then fermented in a large, old oak cuvée. The resulting wine is intense with aromas of citrus blossom, lemongrass and green gage plums.



This beautiful Sauvignon Blanc was included two years running in the AMW Annual Collection, as it is ... [Greywacke](#) 2021 Wild Sauvignon, \$31 This lovely wine is under the label of Kevin Judd, one of Marlborough's pioneer winemakers. Fermented in old oak barrels using wild yeast, this is an intricate, textural wine with a lingering, savory finish, boasting notes of quince and yellow apple, gooseberries and caramelized lemon.



[Cloudy Bay](#) 2023 Sauvignon Blanc, \$35 Impress your friends with the Sauvignon Blanc that put New Zealand on the wine map back in 1985. The 2023 Sauvignon Blanc is zesty and vibrant, gently balanced by stony saline notes. The nose has appealing aromas of ripe honeydew melon, passionfruit, and a subtle touch of fresh blackcurrant leaf, and the palate is concentrated and elegant, with hints of fresh sea air.



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Wine Spectator
2022

Robert Parker
WINE ADVOCATE

WINE ENTHUSIAST
MAGAZINE

Three Brooms

Robert Parker
WINE ADVOCATE

Wine Spectator

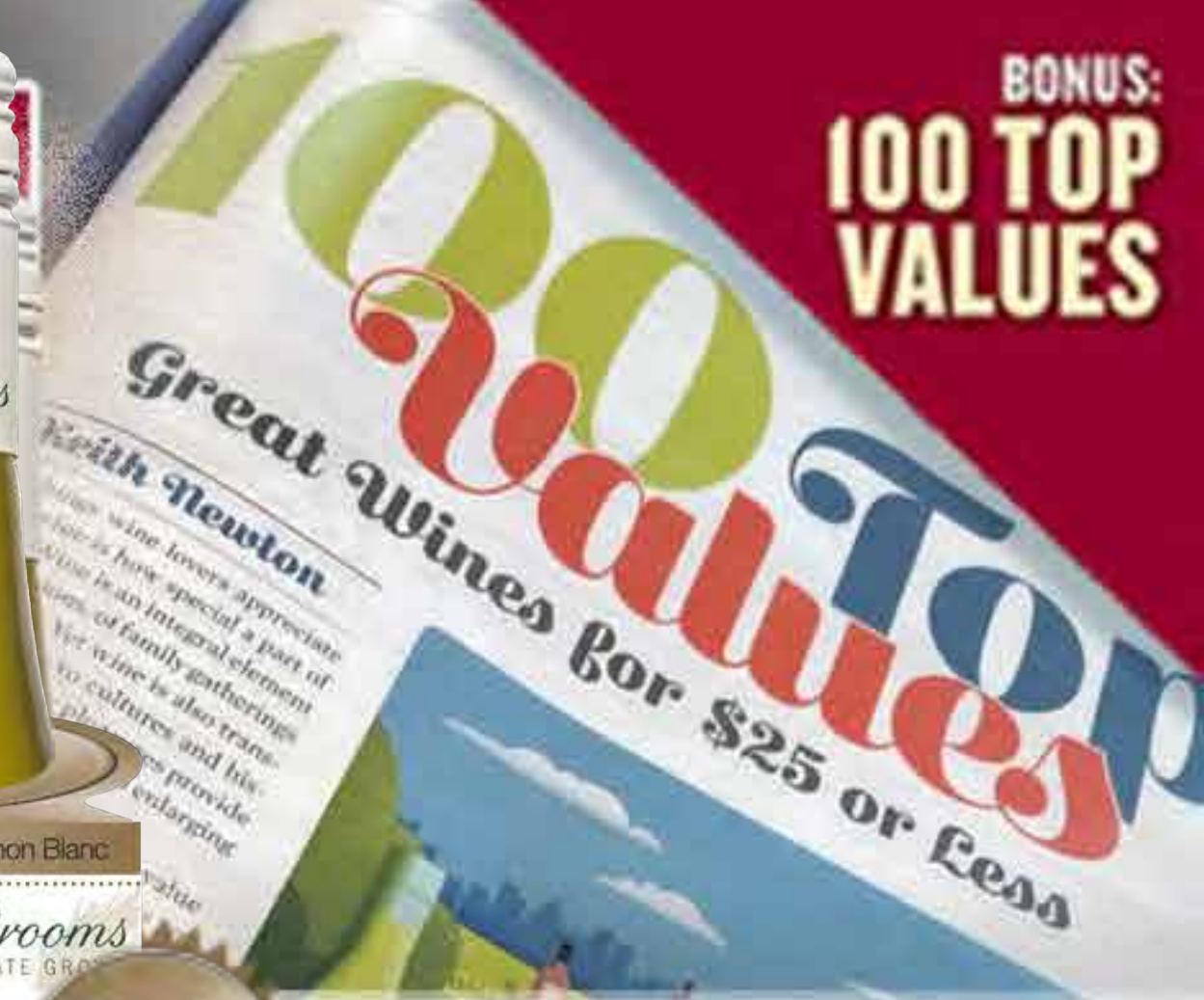
2022



WINEENTHUSIAST
MAGAZINE

ANOTHER KEY REVIEWER
STEPS IN WITH 90 POINTS

2019 | Wine Enthusiast 90 points



Three Brooms

2009 | Wine Spectator 90 points

2015 | Wine Spectator 90 points

2016 | Wine Spectator 90 points

2017 | Wine Spectator 90 points

2017 | Wine Advocate 90 points

2018 | Wine Spectator 90 points

2019 | **WS 100 TOP VALUES**

2019 | Wine Enthusiast 90 points

2022 | Wine Spectator 91 points

Arona



Arona 2023
MARLBOROUGH SAUVIGNON BLANC
CERTIFIED SUSTAINABLE WINEGROWING NEW ZEALAND

90 pts

90 James Suckling
Jamessuckling.com

"Very aromatic with loads of passion fruit and cement, as well as some grassy character. It's medium-bodied with lots of fruit and a slightly off-dry sense to it, but it's crisp and delicious. Tangy at the end. Drink now. Screw cap."

Imported, Marketed and Owned by www.InternationalVines.wine



Wine Spectator
WineSpectator.com

THE TOP 100
THE MOST EXCITING WINES OF 2020



90 POINTS

Arona
MARLBOROUGH SAUVIGNON BLANC 2020



100 TOP VALUES
A year-end roundup of the best value wines for \$25 or less

Arona
MARLBOROUGH SAUVIGNON BLANC 2018

- Best Buy **89 pts** Wine Enthusiast | 2008, 2009
- Best Buy **89 pts** #53 of 100 Wine Enthusiast | 2010
- Best Buy **89 pts** Wine Spectator | 2016
- 90 pts** Wine Spectator | 2019
- 100 Best Values Wine Spectator | 2020

100 TOP VALUES

- 89 pts** Wine Spectator | 2022
- 90 pts** James Suckling | 2023

Wine Spectator
TOP 100 2020
VALUE WINES OF THE WORLD



91 POINTS
VINTAGE 2022

Three Brooms
ESTATE GROWN

Single Vineyard Sauvignon Blanc

100% VEGAN

90+ POINTS
7 OF THE
LAST 8 YRS

Vintage 22 WS **91pts**
"Aromatic, with white pepper, orange blossoms and a hint of green cardamom that complement the core of tangerine, Meyer lemon and lime zest on a mouthwatering frame. Reveals a lingering accent of candied ginger." M.W. July 18, 2023

Wine Spectator WINE ENTHUSIAST
2015, 2016, 2017, 2018, 2020, 2022

Three Brooms
SINGLE VINEYARD 2022 SAUVIGNON BLANC

Three Brooms
SUSTAINABLE MARLBOROUGH NEW ZEALAND

Imported, Marketed and Owned by www.InternationalVines.wine

INTERNATIONAL VINES

Three Brooms
ESTATE GROWN



- 2015 - WS - 90 pts
- 2016 - WS - 90 pts
- 2017 - WS, RP - 90 pts
- 2018 - WS - 90 pts
- 2019 - WE - 90 pts
- 2020 - WS - 90 pts
- 2021 - WS - 89 pts
- 2022 - WS - 91 pts

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2022

Wine Spectator

TASTING HIGHLIGHTS
By MaryAnn Worobiec, July 28, 2022

8 Enticing New Zealand Wines Up to 92 Points

The signature white grape of New Zealand is, of course, Sauvignon Blanc, used to make distinctive, intense and aromatic wines that overdeliver at their modest price tags. But Sauvignon Blanc isn't the only wine made in New Zealand. This week's selection celebrates an array of aromatic white and sparkling wines made from several grapes in this comparatively small wine-producing country.

CATALINA SOUNDS - Sauvignon Blanc Marlborough 2021
Score: 92 | \$25

LINDEN - Sauvignon Blanc Hawke's Bay Nuku 2021
Score: 92 | \$20

THREE BROOMS - Riesling Marlborough Single Vineyard 2018
Score: 92 | \$15
WS review: Intense, distinct and fragrant, with an appealing whiff of lanolin up front, giving way to a laser beam of fresh, vibrant acidity, highlighting Makrut lime leaf, lemon curd and ripe pear flavors. Ends with a touch of dried apricot flavors on the mouthwatering finish. Drink now. 3,000 cases made, 3,000 cases imported. —M.W.

DOG POINT - Chardonnay Marlborough 2019
Score: 91 | \$38

ASTROLABE - Chenin Blanc Marlborough Wrekin Vineyard 2020
Score: 90 | \$25

ASTROLABE - Pinot Gris Marlborough 2021
Score: 89 | \$23

NO.1 FAMILY ESTATE - Brut Marlborough No. 1 Assemblé NV
Score: 88 | \$33

PALLISER - Pinot Gris Martinborough 2021
Score: 88 | \$20

Imported and marketed by InternationalVines.wine

INTERNATIONAL VINES



TASTING HIGHLIGHTS

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Imported and marketed by InternationalVines.wine





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 Best Buy **89 pts** *Wine Enthusiast* | 2020
89 pts *Wine Spectator* | 2021
89 pts *Wine Spectator* | 2022
90 pts James Suckling | 2023

THE LOOP

SAUVIGNON BLANC

89 pts *Wine Spectator* | 2015, 2016
 Best Buy **89 pts** *Wine Enthusiast* | 2015
91 pts *Tasting Panel* | 2018
 Best Buy **89 pts** *Wine Enthusiast* | 2019
 Best Buy **89 pts** *Wine Enthusiast* | 2020
 Best Buy **88 pts** *Wine Enthusiast* | 2023

ranga.ranga.

Best Buy **89 pts** #31 of 100 *Wine Enthusiast* | 2009
 Best Buy **89 pts** *Wine Enthusiast* | 2010
 Best Buy **89 pts** *Wine Spectator* | 2011
 Top 100 **91 pts** *Wine & Spirits* | 2011
88 pts *Wine Enthusiast* | 2018
88 pts *Wine Spectator* | 2020
89 pts *Wine Spectator* | 2021
89 pts *Wine Spectator* | 2022
 Best Buy **89 pts** *Wine Enthusiast* | 2023



Best Buy **90 pts** *Wine Spectator* | 2009
 Smart Buy **90 pts** *Wine Spectator* | 2015
90 pts *Wine Spectator* | 2016, 2017
90 pts *Wine Advocate* | 2017
90 pts *Wine Spectator* | 2018
 100 Best Values *Wine Spectator* | 2018
90 pts *Wine Enthusiast* | 2019
90 pts *Wine Spectator* | 2020
89 pts *Wine Spectator* | 2021
91 pts *Wine Spectator* | 2022



91 pts *Tasting Panel* | 2017
89 pts *Wine Enthusiast* | 2017
92 pts *Wine Spectator* | 2018
 Best Buy **89 pts** *Wine Enthusiast* | 2019

Selling Waverley Vineyard Wines to Restaurants:

MSB is a top 10 category in the US and probably even top 5 in the SB loving TN

Your sales of these wines are continually growing

How to sell more:

1. When you're setting appts, it's important to let the buyer know you are presenting a couple MSB that aren't like all the others, estate fruit, unique taste profiles, food friendly, well balanced
2. Yes, we want the BTG program, but we also want a position on the WINE LIST

We have states doing 500 + cases/yr of RR, AR, TB, LP, simply by the bottle.

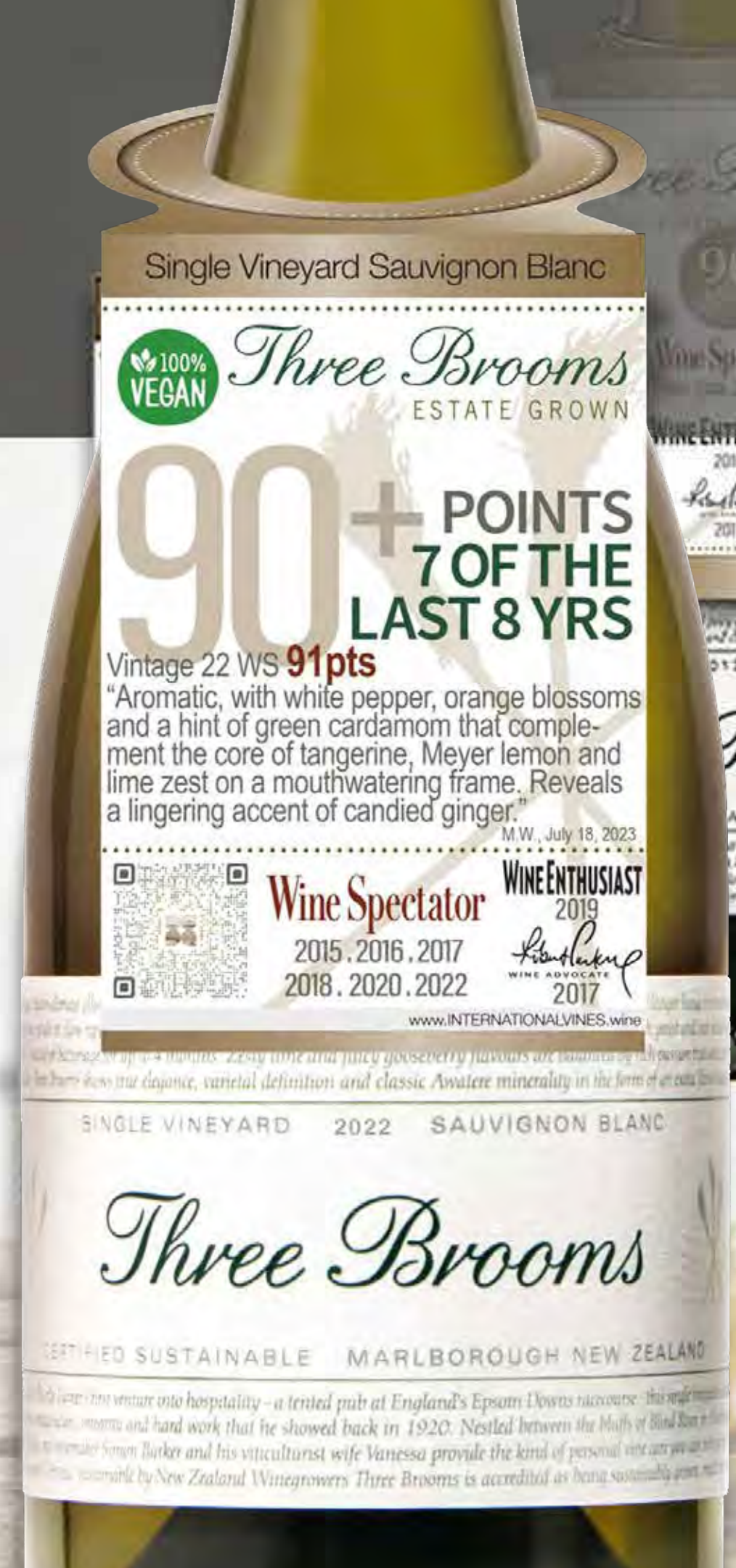
- You're not going to be able to replace all the BTG that the big-name brands hold, but you can try..

and give your buyers all the reasons they should change, but when/if they don't – ASK for a slot on the wine list. You will sell more than you think – exploratory vs complacent wine drinker...

- When your competition can't deliver for any reason, you will get the call to deliver 3 cases for BTG



Consumer Engagement



Consumer Engagement, Targeted Marketing

Barker's Marque Wines

NEW ZEALAND SAUVIGNON BLANCS



"These four wines, they've grown up together - and I think of them as a family of wines..."

SIMON BARKER

Arona

"A beautiful young mademoiselle. Fruity, open, friendly - Very approachable..."

A ripper more exotic end of spectrum; ripe and stone-fruit a complex alt

THE LOOP

"Mom - Kind and gentle, but with a backbone of steel. Very complex - and..."

Three Brooms

"The patriarch. Big. Intense. But with incre..."

A perfect balance strength and showcasing g legumes, and tropical and r

New Zealand

"This island nation's premier white wine, Sauvignon Blanc, stars in this well-priced selection, showcasing vibrant fruit flavors with mouthwatering appeal..."

WS - Savvy Shopper, Oct 23, 2023

Wine Spectator

WHISKY FOR WINE LOVERS

PLUS 100 GLOBAL VALUES WHITE BURGUNDY FRESH DISCOVERIES FROM SPAIN

Three Brooms SINGLE VINEYARD

THREE BROOMS Sauvignon Blanc Marlborough Single Vineyard 2022 (91, \$20) Mango, pectin, lime, ripe melon

THREE BROOMS Sauvignon Blanc Marlborough Single Vineyard 2022 (91, \$18) Aromatic, mouthwatering; tangerine, Meyer lemon, lime zest, white pepper

THREE BROOMS Pinot Noir Gladstone Marlborough 2021 (91, \$25) Cherry, strawberry, rose, green olive, earth

INTERNATIONAL VINES Imported, Marketed and Owned by www.InternationalVines.wine

Arona SHINES

FORBES LIFESTYLES SPIRITS

Holiday Gift Guide 2023: New Zealand Sauvignon Blancs...

If you have a wine lover in your life, you can't go wrong with gifting a bottle of Sauvignon Blanc. And some of the most delectable and aromatic versions of Sauvignon Blanc can be found in New Zealand. Here's a list of some of the best New Zealand Sauvignon Blancs on this list that have been independently certified by [Appellation New Zealand Wine](#), an organization that's been established in 2018 to safeguard the Marlborough wine region for future generations. For a wine to be AMW certified, it must be made from 100 percent, sustainably grown and certified Marlborough grapes, as well as independently tasted to provide quality assurance to consumers.

HEAR the BUZZ...

FOOD & WINE

33 Stupendous Sauvignon Blancs

Our favorite best-in class bottles for Summer sipping.

June 2024

Arona 2023 MARLBOROUGH SAUVIGNON BLANC

90 James Suckling Jamessuckling.com

"Very aromatic with loads of passion fruit and cement, as well as some grassy character. It's medium-bodied with lots of fruit and a slightly off-dry sense to it, but it's crisp and delicious. Tangy at the end. Drink now. Screw cap." May 2024

Barker's Marque Waverley Vineyard Wines

A PARTNERSHIP THAT DRIVES CONSUMER PURCHASES

How to use VIVINO as a major selling tool for BMW wines

Consumer engagement

@VIVINO

Score Received	6,147	Reputation Received	22,731	Unique Users	15,392	Average Rating	4.13	% Rating +0.5	73.66%
<p>Direct Consumer Engagement</p> <p>All wines go to shelf with interactive neckers inviting Consumer Engagement and Purchase.</p>									

BMW -VIVINO April/May Direct Marketing Campaign

20 000 Barker's Marque direct to consumer emails going out to those who scanned, inquired info or/and searched for New Zealand Sauvignon Blanc

Scan **Search** **Receive** **Consumer purchases** **Enjoy**

an email with info on our wines based on the email received

Consumer Engagement, Targeted MKT



Track Wrapping



Cold Packs



T - Shirts

Barker's Marquee Winery

WAVERLEY  VINEYARD

@ VIVINO

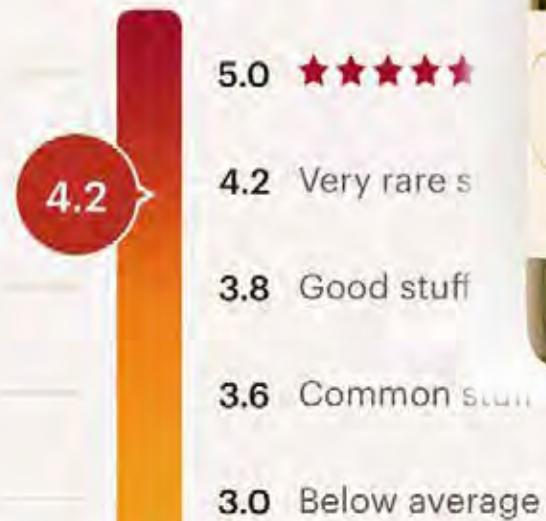


Vivino Stats...



4.2
★★★★★

Vivino average



Wow, that rating is quite rare! Only 1% of all wines achieve such high Vivino rating



4.2
★★★★★

Vivino average

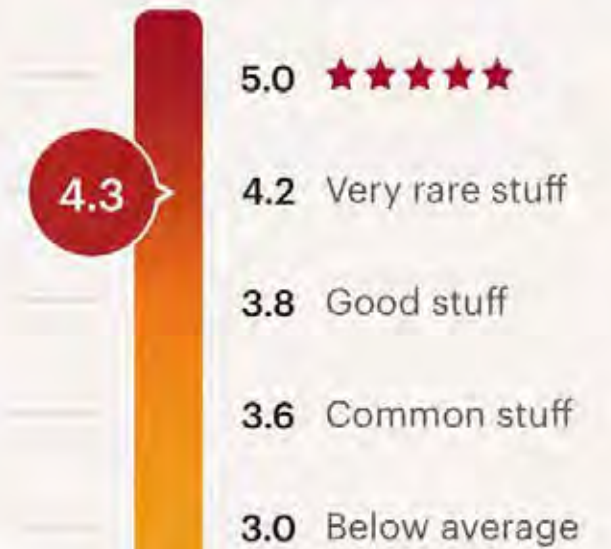


Wow, that rating is quite rare! Only 1% of all wines achieve such high Vivino rating



4.3
★★★★★

Vivino average rating



Wow, that rating is quite rare! Only 2% of all wines achieve such high Vivino rating

Aditya Vaidyanathan rated a wine
May 27, 2019, 21:55
★ 4.5 I've said it before and I'll say it again - this is just a fantastic NZ Sauvignon Blanc that provides great value. Heavy on the citrus, in particular grapefruit, and less minerality but thoroughly enjoyable. There's always a bit in the fridge!

J Lynn rated a wine
October 01, 2021, 12:55
★ 5.0 THIS ENTIRE & PLAYS a FULL HARMONIC SYMPHONY! It's like DRINKING a Glade Plug-in, FILLING both nose & mouth with BOLD aroma & an effervescence that's almost sparkling. Flavors that are dry, VERY BOLD, BRIGHT, Juicy & FRUIT-FORWARD goodness! Nose and swallows of white grapefruit, kiwi, gooseberries, lemons, passionfruit and a bitter grass finish, green apple a bit of stone fruit (apricots & white peaches.) Extremely tropical! 13.5% ABV

Lauren Drescher rated a wine
June 15, 2021, 17:36
★ 5.0 Hands down one of my favorite SB's! Grapefruit all over the place. Herbaceous too! Fantastic wine at a really nice price point.

Gordon Young rated a wine
November 06, 2021, 17:11 at Cranes
★ 4.0 This outstanding Sauvignon Blanc opens with a bouquet of citrus aromas, including grapefruit and pear, on the nose. Delightful flavors of grapefruit and pear excite the palate.

Crisp and refreshing wine, the wine is delicious on its own or when paired with seafood dishes.

Tibor Gál rated a wine
September 29, 2020, 15:03
★ 4.5 Oh my my! Very strong aroma of gooseberry and with the bright acidity of apple pear lime and perhaps tropical fruits like pineapple and passion fruit, this really is a fruit salad disguised in wine format. Interesting to find dandelion as some others have mentioned. Stunning.

Piccdrinkswine rated a wine
July 02, 2020, 09:42
★ 4.5 Absolutely delicious for how inexpensive this bottle is. Classically styles NZ Sauvignon Blanc but quality and complexity at all points.

A PARTNERSHIP THAT DRIVES CONSUMER PURCHASES

VIVINO



How to use VIVINO as a major selling tool for BMW wines

Barker's Marque Winery

WAVERLEY VINEYARD

Consumer engagement continued

@VIVINO

Scans Received 6,147 ▲ 6% Year-over-Year Trend	Pageviews Received 22,731 ▲ 4% Year-over-Year Trend	Unique Users 15,392 ▲ 6% Year-over-Year Trend	Average Rating 4.13 ▲ 0.02 Prior Year Avg. Rating	% Ratings >= 4.0 73.66% ▲ 1% Year-over-Year Trend
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Scan



Search



Receive

an email with info on our wines



Consumer purchases based on the email received



Enjoy



Barker's Marque Winery

WAVERLEY VINEYARD

VIVINO



HOW TO PRESENT TO YOUR RETAILERS

1. Barker's Marque Winery (BMW) has some of the highest rated Marlborough SB's on Vivino – we are capitalizing on that with a few initiatives
2. When a consumer sees BMW wines on Vivino – they will find a comprehensive portfolio overview.
3. In Spring 2024 we're partnering with Vivino to direct market to consumers interested in Marlborough SB's
4. When a consumer searches/scans for any Marlborough SB – that consumer will receive an email (within minutes) highlighting the attributes of the Barker's Marque Wines
5. That consumer will now have a considerable amount of credible information on our wines to help them decide on looking for and purchasing our wines.
6. People no longer stand in front of a wine set and look for the pretty labels. They use tech to help make the decision.

THESE WINES WILL BE PRESOLD IN YOUR STORE!!!

Torrontes & Pinot Grigio



ites

