

# NZ GEOGRAPHICAL INDICATION (GI)

# **EXAMINATION CHECKSHEET**

# Application information (reg 7) and formalities

Box Reference Number			
1	GI Number:	GI Name:	
	GI - 60	MARTINBOROUGH	
2	New Zealand GI	🛛 Yes	No
	correctly selected		
	(cf foreign)		
3	Goods GI for	⊠ Wine	Spirit

4	GI correct?	$\boxtimes$	Yes		No	Comment(s):
5	Applicant/ Agent details correct		Yes		No	Comment(s):
6	Wine or spirit correctly stated	$\boxtimes$	Yes		No	Comment(s):
7	Geographical co-ordinates relate to the place of geographical origin to which the GI relates	$\boxtimes$	Yes		No	Comment(s):
8	Description of Conditions provided		Yes 🗆	No	⊠ NA	Comment(s):



# Additional Information required before Acceptance (reg 8(1))

9	Explanation of	$\boxtimes$	Yes	No	Comment(s):
	characteristic essentially				
	attributable to the GI				
10	Evidence of characteristic	$\boxtimes$	Yes	No	Comment(s):
	essentially attributable				
	to the GI				

## Examination

11	GI identical to registered GI (s10)	Yes	No	Comment(s):
12	GI identical to customary name of grape variety (s11)	Yes	No	Comment(s):
13	GI identical to common name for wine or spirit (s12)	Yes	No	Comment(s):
14	GI use or registration likely to be offensive (s13A)	Yes	No	Comment(s):
15	GI identical to trade mark for identical goods or services	Yes	No	Comment(s):



(s14) GI identical to 16 Yes  $\boxtimes$ No Comment(s): trade mark for similar goods or services (s15) 17 GI similar to Yes  $\square$  $\boxtimes$ No Comment(s): trade mark for identical goods or services (s16) 18 GI similar to Yes  $\boxtimes$ Comment(s): No trade mark for similar goods or services (s17) 19 Conditions of use Comment(s): □Yes □No  $\boxtimes$  NA Entered (s41)

## **Reference Searches**

20	Acsepto searches	$\boxtimes$	Yes	No	Comment(s):
	saved				
	to MAKO				
21	Internet searches	$\boxtimes$	Yes	No	Comment(s):
	saved				
	to MAKO				



## Evidence

22	Statutory declaration/ affidavit	$\boxtimes$	Yes	No	Comment(s):
	complies with				
	s9 of Oaths and Declarations				
	Act 1957				
	(for statutory declarations)				
	or the High Court Rules				
	(for affidavits)				

## Quality, reputation or other characteristic

The Applicant should explain and provide evidence of the quality, reputation or other characteristic of the wine or spirit that is attributable to the GI (**reg 8(1**)).

The explanation and evidence should show how the specific characteristic(s) of the wine and/or spirit are linked to features (whether natural or human) within the geographic area.

The below template includes headings that reflect the type of information that IPONZ typically expects to receive as part of an application (**reg 8(2**)).

## History and background

The quality, reputation and other characteristics of wine or spirits from a particular area will often be linked to the founding and development of the area for wine or spirit production. Background may also include a description of the history relating to the word that indicates the area as a GI.



- 1800's Martinborough was established in the 1800s as a service post for the surrounding farmland
- 1977 Publisher Alister Taylor, plants 12-16 ha of Chenin Blanc, Gewurztraminer, Chardonnay and Cabernet Sauvignon "to see what would do best" at Waiura
- 1978 Derek Milne a government soil scientist researches soil and climatic influences throughout New Zealand in comparison with twenty years of vintages in Bordeaux, Burgundy and Rheingau. He identifies Martinborough, Waipara and Marlborough as regions most suited to viticulture, with Martinborough being most like Burgundy
- 1979 A town seminar is held, bringing together soil scientists, the Department of Agriculture, politicians, and financial experts to explore the potential of horticulture development, in aid of resolving Martinborough's depressed economic state
  - as a result of Milne's research and subsequent report, founder of Dry River Wines, and fellow DSIR scientist, Dr Neil McCallum
    puts Milne's theory to the test and plants grapes on Martinborough's Puruatanga Road to become Martinborough's first
    commercial vineyard.
- 1980 Derek Milne plants what will become Martinborough's second commercial wine operation Martinborough Vineyard
- 1983 Martinborough Vineyards hires Martinborough's first professional winemaker, Larry McKenna
- Ata Rangi and Chiffney (now Margrain) are established with Clive Paton of Ata Rangi specialising in Pinot Noir
   Tom Draper purchases the land planted by Alister Taylor and renames the vineyard Te Kairanga
- 1984 Dry River releases its first wines labelled under the Martinborough GI
- 1986 Martinborough producers begin making attempts to create an appellation system
- 1991 The Annual Toast Martinborough wine festival is established to attract up to 10,000 visitors to the town every November -Martinborough transforms from a quiet backwater into the capital of the region's (Wairarapa) wine industry
- 2001 27 vineyards are commercially operating within the Martinborough GI, including plantings in Te Muna Valley and Dry River areas
- 2003 Martinborough is the first New Zealand wine region to define its boundaries as a wine-growing region

#### Use of the Martinborough GI

"Martinborough" has been used consistently and continuously on wines since the first commercial release of wines from this sub-region by Dry River Wines in 1984. Images of labels using the Martinborough GI are attached as Appendix 1.

Wines from the Martinborough GI have only used the regional Wairarapa GI if grapes contributing to more than 15% of a total wine bottled, have been sourced from outside of the Martinborough GI, and from the Wairarapa sub-regions (e.g. Gladstone)

Producers from within the Martinborough GI have always recognised and maintained a distinction between "Martinborough" and "Wairarapa" wines.

23	Comment(s):
	Wine has been produced in Martinborough since the 1970s. Martinborough was the first NZ wine region to define its boundaries

### Geographical features in the area

Geographical features may include general topography, elevation, natural features that provide shelter or that alter wind direction, ridges, valleys, plains, underground waterways and water tables, proximity to the coast or other bodies of water, slope, aspect and accessibility.



- Over 20,000 years ago, the Ruamahanga River has carved out dramatic cliffs and escarpments to expose stony sub-soils and built up
  layers of alluvial river terraces. These ancient river terraces are covered by 20-50cm of silt loam soils, with loess in places. Generally, very
  deep alluvial deposits up to 15m deep provide free draining soils. These attributes, with interesting variations, are found in the
  surrounding area of the first described Martinborough Terrace, such as Te Muna Valley, above the Huarangarua River, at a slightly
  altitude.
- Whilst the over-all Wairarapa GI and its sub-regions (Martinborough and Gladstone) broadly share similar soils and geology based on
  river gravels cast over thousands of years, differences in the flavour profiles are provided by the each of the three GI's due to distinctions
  in geology. Moist notably, being further down-stream, the alluvial terraces of Martinborough offer broken down, fine gravels that
  contribute to the structure, breadth and texture of wine produced from this GI.

24	Comment(s):
	The alluvial terraces of Martinborough offer broken down fine gravels that contribute to the structure, breadth and texture of the wine produced from this GI.

## Soil composition in the area

Soil composition in the area may include the soil type or types (such as sandy, clay, silt or loamy soils), and the presence of particular rock (such as gravel, schist or slate). The characteristics of the soil such as its temperature, pH, drainage, salinity and nutrient/mineral profile may also be relevant.

 Over 20,000 years ago, the Ruamahanga River has carved out dramatic cliffs and escarpments to expose stony sub-soils and built up layers of alluvial river terraces. These ancient river terraces are covered by 20-50cm of silt loam soils, with loess in places. Generally, very deep alluvial deposits - up to 15m deep - provide free draining soils. These attributes, with interesting variations, are found in the surrounding area of the first described Martinborough Terrace, such as Te Muna Valley, above the Huarangarua River, at a slightly altitude.

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contribute to the structure, breadth and texture of wine produced from this GI.



### Climate in the area

Applicants may like to include relevant climate data from the geographical area such as rainfall, temperature, prevailing winds and hours of sunshine. Ideally, such evidence should comprise or be supported by research data from a reputable institution.

The Martinborough GI's key features are its high sunshine hours, particularly over the harvest period, its long, dry, relatively warm growing season with marked diurnal shifts, and its significant amount of wind throughout the growing season. The Martinborough GI is within the Wairarapa region, the coolest and driest of all the New Zealand North Island winegrowing regions.

The Martinborough GI generally experiences high sunshine hours with cool springs and autumns combined with warm summers, allowing grapes to achieve full phenolic ripeness. The GI also has marked diurnal shifts across its days, e.g. it is fairly typical to have summer daytime temperatures of around 30 degrees Celsius, which then fall to around 10 degrees overnight. This assists in not only maintaining natural acidity levels, preserving freshness and balance but also in prolonging the ripening season, promoting heightened aromatics, intense varietal expression, depth of complexity and ripe tannins in the reds.

26	Comment(s):
	The Martinborough GI is the coolest and driest of all the NZ North Island
	winegrowing regions.

### Methods of producing wines and spirits

Human factors such as viticulture, winemaking or spirit-making practices may also be relevant. These factors are likely to be linked closely to natural factors such as steep, inaccessible terrain which can mean that less mechanisation is feasible. This in turn may mean that the wines or spirits from that area must be premium goods that are sold at a high price point in order to be profitable.

Particular features of viticulture and winemaking practices within the Martinborough GI are as follows:

- The fact that the Martinborough GI produces just over 1% of the country's wine from just under 3% of its vineyard plantings, is testimony
  to the GI's overall low-yielding conditions.
- Producers throughout the Martinborough GI are generally small to very small, the majority are family-owned and run with much collaboration between producers, sharing of equipment and skills
- At small sizes per ha, most vineyards are hand-picked and wines are typically aimed at the premium or higher end of the market
- Being slightly warmer, drier and windier than the northern sub-regions, blustery conditions create naturally low yields with small berries and high intensity of flavour with an average yield of 5 tonnes per ha
- · Wines are made in small batches, usually from single vineyards or vineyards owned by the winery
- Red wines are typically aged in oak which combined with the low yields, enhance the savoury characters, structure and longevity of Martinborough GI wines



PROPERTY OFFICE

27	Comment(s):
	Producers in Martinborough are generally small to very small with the majority being family owned and run with much collaboration between producers, sharing of equipment and skills. Most vineyards are hand-picked, and the Red wines are typically aged in oak. Martinborough growers have a strong commitment to sustainable winegrowing.

## Quality

The qualities of a wine or spirit from a particular area may include its aroma, flavour profile, sweetness, acidity, tannin, fruit, colour, structure, body, texture and viscosity, alcohol by volume, cellaring potential, typicity, signature characteristics, and varietals.

Martinborough GI wines are high quality products produced for the "super-premium to ultra-premium" market segments – being as wines priced over USD\$7 (NZ\$10) and USD\$14 (NZ\$21).

28	Comment(s):
	<ul> <li>The Declarant's evidence includes descriptions of the sensory attributes typically associated with wines from the Central Otago GI. However, as this information has been provided by a person other than the declarant (namely Master of Wine Emma Jenkins) and is essentially hearsay, I am placing a low weighting on this information (<i>pages 14-17</i>)</li> </ul>
	<ul> <li>That said information about quality attributes of the wines from the GI has also been provided elsewhere in the submitted evidence –See Boxes 25 and 26</li> </ul>

## Reputation

Where relevant, applicants should provide evidence that demonstrates the extent of the



reputation of the wines or spirits from the relevant geographical area. This may include, for example:

- Evidence that wines or spirits are sold and/or promoted by reference to the GI.
- Statements from chambers of commerce and industry or other trade and professional associations that the wine or spirit has a reputation that is essentially attributable to its origin.
- Evidence that the GI influences consumer purchasing decisions.
- Evidence of tourism linked specifically to the wines or spirits from the relevant area, such as vineyard or distillery tours.
- Sales figures, export figures and/or market share (may be provided on a confidential basis).
- Marketing spend (may be provided on a confidential basis) and marketing activities such as advertising, tastings and other promotional events.
- References to the GI in books, articles, blogs, social media, websites and menus from restaurants and bars.
- Evidence of national and international awards won by wines and/or spirits from the relevant geographical area.

#### Reputation

#### Market positioning

Wines from the Martinborough GI are positioned at the Wines from super-premium to ultra-premium end of the wine market - defined as wines priced over USD\$7 (NZ\$10) and USD\$14 (NZ\$21), respectively

Ranging from NZ retail prices of \$15 - \$205, the average retail price of wine bearing the Martinborough GI is NZ\$40 per bottle

(SOURCE - winesearcher.com)

The average rating on the 100-point scale is 89 points



Export statistics show that Martinborough has been used as a GI on 10,971,391 litres of export wine from the vintages 2009-2017.

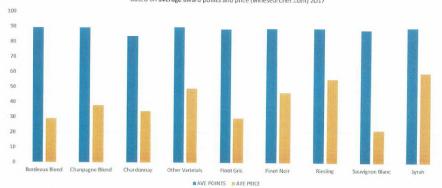
This equates to 14,628,521 x 750 mL bottles or 1,219,043 9L cases of wine available for sale on the international market bearing the Martinborough GI over a 8-year period to date.

			L	itres exporte	d by Vintage	and Region					
The data below we granted, the total I						lanuary 2009			h export:	approval	was
	2009	2010	2011	2012	2013	2014	2015	2016	2017	N.V.	TOTAL

The effect of such usage is significant as, through the process of sale, the Martinborough GI will appear on price lists and catalogues, advertisements, media and consumer tastings, shelf talkers and on restaurant wine lists around the globe.

The national wine industry association, New Zealand Winegrowers (NZW), has long recognised the Martinborough GI and reference to the GI has been included in many of NZW's publications which are publicly available and distributed nationally and internationally in hard and soft versions. These include the following examples:

- The NZW Annual Report <a href="https://www.nzwine.com/media/1214/nzw-annual-report-2016.pdf">https://www.nzwine.com/media/1214/nzw-annual-report-2016.pdf</a>
- The <u>www.nzwine.com</u> website



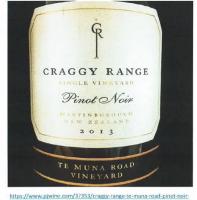
MARTINBOROUGH GI MARKET POSTIONING Based on average award points and price (winesearcher.com) 2017

The above graph documents wine varietals produced within the Martinborough GI – with relative average retail price and average awards rating - based on winesearcher.com's collation of wines and reviews of the Martinborough GI (reviews documented by from industry publications and media - Wine Spectator, Wine Enthusias; Jancis Robinson MW, James Suckling, Robert Parker, Haan Hooke, Tim Aktins, Steven Tanzer, and more)





http://www.cellartracker.com/wine.asp?iWine=1230072



martinborough-2013-750ml/

PINOT NOIR 2013

IFS

http://www.cellartracker.com/wine.asp?iWine=1770035



#### Toast Martinborough Wine, Food and Music Festival

#### Economic Impact

- Set up originally to help position Martinborough as a premium wine growing region, Toast Martinborough brings significant expenditure into the Wairarapa economy which it would not otherwise have.
- not otherwise have. Approximately 51.6 million is spent annually at the festival (ticket sales and direct festival-goer expenditure, the latter reduced to the extent that some of the food suppliers come from outside Wairarapa), this amounts to an injection of \$1.4 million into the Wairarapa economy from outside. This is a significant amount for a community of this size and is equivalent to almost 0.1% of the Winterpartic means (top).
- This is a significant amount for a community of this size and is equivalent to almost 0.1% of the Wairarapa's annual GDP.
   As a comparison, an event contributing to the Wellington region economy would have to bring in \$23 million of outside expenditure to have a similar impact based on the relative size of the Wellington region's GDP.
   The direct beneficiaries of the festival spending are wider than those involved in the event itself. Visitor expenditure is also spent in the wider community.
   The accommodation sector is a particular beneficiary. It is estimated that 28% of those attending the festival and accommodation in the area with most of there pareles.
- attending the festival had paid accommodation in the area with most of these people
- staying for two nights. As well as the direct benefits, there are indirect benefits to the businesses that supply .
- goods and services to the festival and other visitor related businesses.
- There are also flow-on benefits from the money brought into the community as it in turn gets spent locally by the direct recipients. Toast Marithobrough is a multi-site event. This is one of its key points of difference when compared to other wine and food events held in New Zealand.
- For some of the Shareholders, Toast Martinborough is purely a marketing activity. For others, it is their major source of income for the year.



					Pegion	C Subvrepon	2 Vintage	Colaur
Te Keranga	Runholder Plant Nor	0	98	New Zealand	Weinstape	Vantinborough	2015	Red
Crates Range	Te Munu Road Plact No7	0	10	New Zealand	Statestape	Martinburough	2015	Rea
Enterpretent	Chartennesay	3	¥#-	New Zepland	Werenates	Wardinbriebugh	2018	White
Martinobiougn Vinevald	Home Block Alazz Thom	0	15	New Isaland	Weirespe	Marbriddenugh	2213	Red
Craggy Range	Arzha	0	92	New Tealand	Waranape	Martinborough	2615	Rud
Creggy Range	Te Muita Road Setungtium Blahc	0	12	New zealand	Wairakape	Martinburgh	2010	Winter
Vanisbokough Antiyana	Harne Slock Chargonney	0	90	New Zeeland	Y/enatape.	Martinborough	2015	White
Martisborougir Vistyate	Te Tere Proce Nor	0	74	New Zepland	Werarape	Martinborosgin	2014	Ked
Tir Kaurainga	John Maiton Finat Mait	0	99	New Zeeland	Walcacape	Martinbertsugh	2015	TLD-L
Ta Kattanga	Public Apular	0	21	New Testand	Waltaragan	Martinberough	2018	Red
Mectaborough Vineyard	Horra Block Proot.	0	<b>G</b> R	New Zeniand	Walterspa	Martinboraugh	2914	Fact

#### DECANTER WORLD WINE AWARDS 2016

					Region	Sub-region	Vintage	Colours
Murdisch James	Blue Pops Finds Noir	0	¥5	New Zueland	Wairarapa	Mersinbersugh	2014	Ped
Çinnay.	Planeate Pirios Noie	0	54	New Texarie	Valuences	Martinbolout	2014	Red
Craggy Rengel	Arche Te Muha Te Muha Réad	0	22	Nov Zealend	Wainstages	Litarsinbolough	2614	Are -
Cruggy Range	Single Vineyard Seuvignan Blenc	0	50	New Zealend	Wayprade	Wartinbisroug/i	2015	White
dartinborough lineyerd	Russian Jack Pinds Noir	0	52	New Zealand	Weburage	Mattineorough	2014	Ret
vlarsindettsugh Ansystel	Te fiera Pintos Noir	0	50	New Zealand	Warisrapa	Vartinbarough	2014	Ted
lesters State	Te Mona Vallay Jamas Penz Noir	0	90	New Zealand	Wairarape	Marsinborough	2014	Kest
le Keiterge	Junn Mamin Privas Navin	õ	52	New Zealand	Weinieten	Mardinborough	2014	Rep
e Keinanga	Print Nolé	0	80	New Jeziard	Walcarope.	Martinboreuzh	2014	11am
é Kalebérah	Nontoicer Print. Non	0	60	Ver Issiand	Weirantee	Marsinboroogh	2014	Pari
Farge Farge	To Mona Vinayard Binds Nigle	0	55	New Zestand	Wairanepe-	Martinborough	2014	Res
Reministersugh Fragersi	Home Block Pincs New	ä	177	New Zealand	Wanthraps.	Nar(inisoreage)	2942	Ret
Aurolosin James	Blue Rock Syram	0	88	New Zestand	Wairprage.	Manastorsueli	25%4	Pett
Reptank Estaks	To Mursi Valley James Piriot Nor	0	27	New Zesland	Vencerape	Marrinborough	2013	Fast

#### DECANTER WORLD WINE AWARDS 2015

		Award	Score	Courtary	Rigion	Sub-region	- Vintage	Colour
Crappi/ Fariga	Arsha Teliluna	0		New Tealand	Wairarapa	Matsinborough	2012	Red
Te Kaicanga	john Marpin Pings Nor	0		NewZealand	Weitarape	Marsinberough	2013	#40
Dig Sky	Pinios Noiri, Tre Murue Relatio	0		New Zesterd	Waranapa	Manihitorough	3013	Rtd
Criego/Kangs	Te Mona Foad Seculgeon Blass	0		New Zualiand	Warranipa	Netronocupt	2014	Whenp
Craggy Range	Te Muna Road Vinayard Pinas Nor	0		leev Isaland	Walestopa	Marsinbersuph	2013	Sed

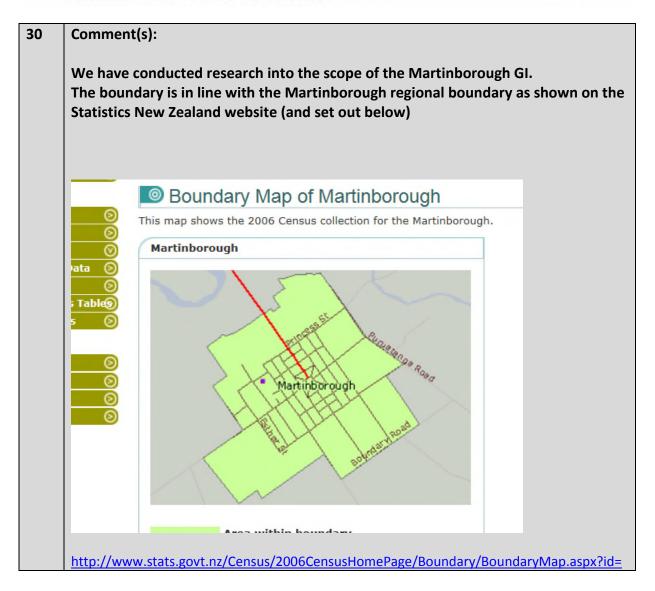
MICHAEL COOPER'S Wine Atlas of New Zealand (2ns Edition 2008): "...The Wairarapa – in particular its most famous wine district, Martinborough – has in the past 20 years emerged as one of New Zealand's most (prestigious winegrowing regions".

29	Comment(s):
	10,971,391 litres of Martinborough GI wine available for sale on the international market between 2009-2017.



### Other relevant information:

- In 1989, the New Zealand Government requested that "Martinborough" be included as a sub-region of the Wellington viticultural region
  on the European Union's official list of "geographical ascriptions"<sup>2</sup> to be used on New Zealand wines exported to that market.<sup>3</sup>
- The New Zealand Government included "Martinborough" in the list of "Appellations of Origin" submitted to the United States Department of the Treasury Bureau of Alcohol Tobacco and Firearms as the official list for use on wines exported to that market.
- In 2008, the New Zealand Government included "Martinborough" as a New Zealand geographical indication for use on wines exported to the European Union in the European Union: Wine: Overseas Market Access Requirements Notice.<sup>4</sup>
- In 2010, the New Zealand Government included "Martinborough" as a New Zealand geographical indication for use on wines exported to Brazil in the Brazil Wine Notice of Overseas Market Access Requirements.<sup>5</sup>
- In 2013, the New Zealand Government included "Martinborough" on the list of New Zealand wine regions<sup>6</sup> notified pursuant to Article 4(3)(e) of the World Wine Trade Group Protocol to the 2007 World Wine Trade Group Agreement on Requirements for Wine Labelling Concerning Alcohol Tolerance, Vintage, Variety, and Wine Regions.<sup>7</sup>



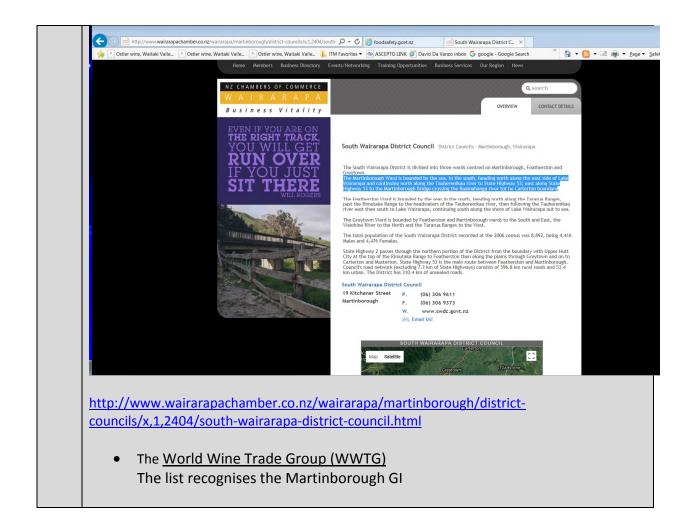


### 3580100&type=au&ParentID=1000009

The EU OMAR list for 2009 (shown below) refers to the Martinborough GI as the winegrowing area in the Martinborough Ward.

	Matakana	Winegrowing area in Auckland Region
	Waiheke Island	Waiheke Island
	Waikato	Waikato Region
	Coromandel Peninsula	Thames-Coromandel District
	Lake Taupo	Taupo District
	Te Kauwhata	Winegrowing area in Waikato Region
	Bay of Plenty	Bay of Plenty Region
	Gisborne	Gisborne Region
	Hawke's Bay	Hawke's Bay Region
	Central Hawke's Bay	Central Hawke's Bay District
	Wairarapa	Carterton, Masterton and South Wairarapa Districts
	Gladstone	Winegrowing area In Carterton District
	Martinborough	Winegrowing area in Martinborough Ward
	Wellington	Greater Wellington Region
	SOUTH ISLAND	The South Island of New Zealand
	Marlborough	Marlborough and Kaikoura Districts
	Nelson	Nelson and Tasman Districts
p://www.food:	safety.govt.nz/password-pro	+ otected/omars/eun/wine/other/complete.p







President with warded Valle.	Ostler wine, Waitaki Valle. A Ostler wine, V	Vaitaki Valle_ 👢 ITM Favorites 🗸	ASCEPTO LINK Ø David Da	Vanzo inbox 🔾 google - Goog	accompanied by the name of a geographical sub- unit e.g.: Masterton.
	Gladstone				
	Martinborough				
	Wellington				May be accompanied by the name of a geographical sub- unit e.g. Te Horo, Kapiti, Kapiti Coast.
	Marlborough			Ø	May be accompanied by the name of a geographical sub- unit e.g. Wairau or Wairau Valley, Awatere or Awatere

31	Examiner is satisfied that the Applicant has provided	$\boxtimes$	Yes	No
	sufficient explanation and			
	evidence of: the quality, reputation or other			
	characteristic of the wine or spirit that is essentially			
	attributable to the GI			



3	32	Recommend for Acceptance?	$\boxtimes$	Yes	No

This Summary may not explicitly refer to every matter that has been considered by the Examiner