



Misha's Vineyard & Negotiants NZ Announce a Premium Partnership

CROMWELL, Central Otago, New Zealand, 18 November, 2009. Misha's Vineyard and Negotiants New Zealand (NNZ) today announced an exclusive national distribution relationship effective immediately.

Negotiants' careful selection of product lines has made them one of the most sought after distributors in the liquor industry in New Zealand. Their portfolio includes long-established and renowned international brands and a heavy emphasis on specialist New World producers from Australia and New Zealand.

"The selection of Misha's Vineyard into this portfolio is recognition of their quality of product, the range of wines produced and their premium branding" said Clive Weston, Managing Director of Negotiants NZ. "After visiting their stunning vineyard and having several opportunities to sample the range of Misha's Vineyard wines we thought this was a perfect addition to our portfolio of premium wines".

Misha's Vineyard was established by Andy and Misha Wilkinson to produce a range of high quality cool-climate wines on a spectacular lakefront site in the Bendigo sub-region of Central Otago. Their range of wines which includes Pinot Noir, Pinot Gris, Riesling and Gewürztraminer is made by renowned winemaker, Olly Masters.

"The selection of the right distribution partner is one of the most critical decisions a wine producer can make with their brand" said Misha Wilkinson. "Our partnership with Negotiants fulfils our '*no compromise*' philosophy that we apply to every aspect of our company from winemaking through to distribution".

Misha's Vineyard wines are destined for fine-dining restaurants, premium hotels and specialist wine retailers across New Zealand.

The range of Misha's Vineyard wines announced today and available for orders is:

- Misha's Vineyard "The Gallery" Gewurztraminer 2008
- Misha's Vineyard "Limelight" Riesling 2008
- Misha's Vineyard "Dress Circle" Pinot Gris 2009
- Misha's Vineyard "The High Note" Pinot Noir 2008

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For further information please contact:

Misha's Vineyard Wines Limited

Misha Wilkinson – Director Tel: 0210 2200812 or by email: misha@mishasvineyard.com

Negociants New Zealand

Clive Weston – Managing Director

Tel: 021 905 565

Jane Jackson – Sales Director

Tel: 021 661 356

Trade Enquiries - Freephone 0800 634 624 Email to ordersnz@negociants.com

About Misha's Vineyard Wines Limited

Misha's Vineyard is located on one of the most spectacular sites in New Zealand at the edge of Lake Dunstan in the Bendigo sub-region of Central Otago. The sun drenched north-west facing terraces of the 57 hectare (140 acres) estate provide the optimal conditions for producing world-class Pinot Noir and a range of aromatic white varieties. The 'no compromise' philosophy behind Misha's Vineyard wines required an exacting viticulture regime, hand-picking and considerate winemaking methodologies. Under internationally renowned winemaker Olly Masters, the highly anticipated range of Misha's Vineyard wines won critical acclaim from their launch in 2008.

About Negotiants New Zealand

Established in 1985, Negotiants New Zealand has grown from a fledgling regional importer of premium European wines to its present day position as one of the country's most dynamic fine wine businesses. Today, the company distributes for some of New Zealand's most successful wineries, as well as prestigious imported brands from Australia, Europe and USA. In New Zealand, Negotiants sells its portfolio of over 400 wines to licensed premises throughout the country. Distribution centres are located in Auckland, Wellington and Christchurch and the Negotiants team of full-time, wine-wise sales personnel are located nationwide including a sales office in Queenstown to service the 'deep south'.