



MARLBOROUGH  
NEW ZEALAND

## NEW ZEALAND WINE REGIONS



IMPORTED BY GWE AMERICAS NAPA VALLEY, CALIFORNIA



# KATO

A DELICIOUS NEW SAUVIGNON BLANC  
FROM MARLBOROUGH, NEW ZEALAND

The story is in the wine...and the profits per case!

Kato Sauvignon Blanc is the newest project from Goelet Wine Estates, the global wine company which shares common ownership with Clos Du Val in Napa Valley, Taltarni in Australia, Clover Hill and Lalla Gully in Tasmania and Domaine De Nizas in the South of France.

Kato is sourced from the Marlborough region of New Zealand and is crisp, aromatic and delicious—all the qualities America has come to love about Marlborough Sauvignon Blanc. Kato means “harvest” in the Maori language



GWE legendary founding winemaker Bernard Portet personally oversaw these selections and approved the final blend.

### OUR LOGO

The Kato logo is a representation of three intertwined whale tails and was inspired by the Cook Strait, which separates the North and South Islands of New Zealand and is a migration route for humpback whales. As a wine company dedicated to sustainable principles in the vineyard we are also concerned with the protection of all natural environments, including the ocean and the creatures in it.

### SOCIAL RESPONSIBILITY

Kato is proud to support the Whale and Dolphin Conservation Society, a global organization dedicated to their protection.



WWW.KATOWINES.COM



KATO

SAUVIGNON BLANC  
MARLBOROUGH

### 2010 Sauvignon Blanc

Region: Marlborough

Variety: 100% Sauvignon Blanc



Kato Sauvignon Blanc is sourced from Marlborough, New Zealand, the premier New World growing region for this varietal. The vineyards are located in the Awatere Valley, where coastal influences protect the fruit from sharp morning frosts. The word Kato means “harvest” in Maori, referring to the unique heritage of the region. The Kato logo is a representation of three intertwined whale tails and was inspired by the Cook Strait, which separates the North and South Islands of New Zealand and is a migration route for humpback whales. As a wine company dedicated to sustainable principles in the vineyard we are also concerned with the protection of all natural environments, including the ocean and the creatures in it.

#### 2010 Vintage

The 2010 vintage started slowly with unseasonably cool spring weather through to December, where we experienced a late cool flowering. Over February, March and April we enjoyed the fantastic dry weather patterns Marlborough is renowned for, with warm days and cool nights enhancing the grapes natural flavours. Overall the season produced outstanding wines brimming with varietal flavour, structure and intensity.

We selectively harvested parcels of Sauvignon Blanc and fermented each individually, selecting four for the Kato Sauvignon Blanc. Grapes were crushed, de-stemmed, chilled and pressed gently, with minimal handling. After two days cold settling the clear juice was racked from the lees then underwent a long cool fermentation in stainless steel tanks for four weeks to ensure optimal fruit characteristics were captured and maintained. Post fermentation the wines were racked off fine lees and left to settle. Prior to bottling the wine was stabilised and filtered.

#### Tasting Notes

Kato Sauvignon Blanc 2010 is brimming with notes of dried thyme, citrus and guava. The palate exhibits the same full fruit with a long, flinty mineral finish. Enjoy chilled with fresh seafood and chicken.

#### Wine Analysis

**Acid:** 8.0 g/l  
**pH:** 3.38  
**Alcohol by volume:** 13%  
**Harvested:** April 2010  
**UPC:** 081761 70082



**WDCS**  
Whale and Dolphin Conservation Society  
PROUD TO SUPPORT THE  
WHALE & DOLPHIN  
CONSERVATION SOCIETY

### PROFIT POTENTIAL

- New Zealand Sauvignon Blanc is the driver of the exploding US \$150M Sauvignon Blanc market
- Kato targets the Top 5 Sauvignon Blancs with an unmatched opportunity for profit
- Kato offers a high quality driven and price sensitive product which, through an innovative DI model, gives you the flexibility to meet the market and maintain the best margins in the category—ask us how!

### 2008 KATO SAUVIGNON BLANC, MARLBOROUGH NEW ZEALAND

| SIZE       | ALCOHOL         | LENGTH           | WIDTH         | HEIGHT |
|------------|-----------------|------------------|---------------|--------|
| 12 x 750ml | 13.0%           | 13.25"           | 10"           | 12"    |
| WEIGHT     | CASES PER LAYER | CASES PER PALLET | UPC CODE      |        |
| 34.0       | 14              | 56               | 081761 700828 |        |

### MARKETING & PROMOTIONAL SUPPORT

DRINK THE WINE. SAVE THE WHALES.



KATO

Try Kato and help protect whales, dolphins and their environment worldwide. Find out more at [www.katowines.com](http://www.katowines.com)

Case Cards



Bottle Neckers



Logoed GoVino™ shatterproof, recyclable tumblers

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