

Dear Wine Friend

In April 2004 we launched Ernst & Co as the family flagship for the Gouws Family and three years later, we are happy to say that slowly but surely we are expanding our markets throughout the world. At present our biggest market is in Europe and Malaysia, on the international scene and in South Africa, the Capetonians seem to love Ernst & Co wines. A sound marketing strategy, constant hard work, total dedication to make it happen and lots of grace from our Lord, contributed to our modest successes so far. Because of the economies of scale, we now stock Ernst & Co wines in a bonded warehouse in Brussels, Belgium. Private consumers, smaller wine shops or restaurants can order from us direct and we will arrange delivery from Brussels. Orders less than 132 bottles are duty free and delivery will be made within 7 - 10 days to any European or UK destination. If you would like to pass this message on to your UK and European friends and relatives, please contact us for an export pricelist ex Brussels. Terence van der Walt joined our company in February this year as trade marketer for the Western Cape and assistant to Ezanne who has now more time on hand to attend to the Gauteng and European market as well as supporting her dad in the winery. The 2007 harvest will be remembered by the unexpected heat wave in the beginning of February prior to the picking of the Chenin Blanc grapes. Ernst managed his time between vineyard and winery whilst Ezanne attended to the pressing and fermentation of the different wines. (The photo of his sun-tanned feet in Birkenstock sandals is clear evidence of time spent on the tractor in the vineyard.)

During the third weekend in March, Ezanne took control of the Shiraz harvest (watch out for her first sole Shiraz vintage in future) whilst Ernst and Gwenda exhibited at the annual German wine exhibition in Düsseldorf, Germany. With 32,000 visitors from more than 40 countries, 25% from outside Germany, this year's ProWein was more international than ever! It was a good show for us. We strengthened old relationships and made many new contacts. We showed our new 2007 Chenin Blanc and Sauvignon Blanc amongst others and with firm orders in the pocket, we need to bottle the first batches of these new wines during April. You are welcome to order of these new vintages as per attached pricelist if you want to catch the early worm.



True to the German culture, onion quiche is served with fresh wines. Enjoy the 2007 Ernst & Co white wines with our family's favourite onion quiche which is easy to prepare and always a great success.

If you happen to be around in Cape Town from 8 - 11 May, please visit the Ernst & Co stand at the Cape Times Waterfront Wine Festival. If you bring this newsletter along, we will give you a 10% discount on all purchases made.

We thank you for being a loyal friend of Ernst & Company. Without your support we cannot live our dreams.

Warmest greetings,

A handwritten signature in red ink that reads "Ernst Gouws". The signature is written in a cursive, flowing style.

*Ernst Gouws & Family*