

# Newsletter



DEVON & EXETER  
LAW SOCIETY

[www.devonlawsociety.org.uk](http://www.devonlawsociety.org.uk)

**Your Committee, Officers & Staff  
Wish you a Very Merry Christmas  
& a Happy New Year**

**DELS Dinner & Disco Booking form  
Now Available.**

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## Winter 2006

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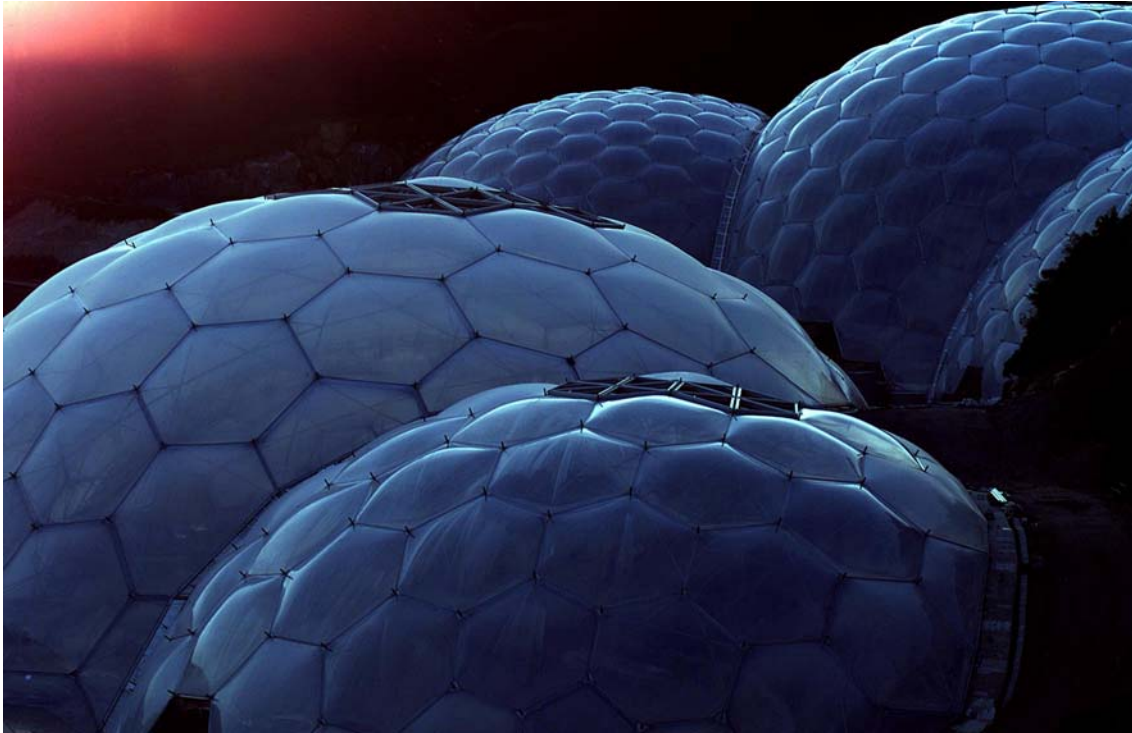
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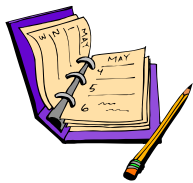
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**Insurance for Business  
and the Professions**

## PRESIDENT'S DIARY - By Chris Hart, President



The Carter Review of Legal Aid has occupied a considerable amount of time and thinking in recent weeks. You will recall that following the meeting with Vera Baird

QC in Bristol at the end of August, I emphasised the need for as many practices as possible to respond to the consultation process, and I am pleased to be able to report that many solicitors from our county did precisely that. I understand that nationally some 1,600 responses were received from solicitors in the final week of the consultation period alone. Our Litigation and Costs Liaison Sub-Committee prepared a response on behalf of the Society, and many thanks to the various practitioners (especially the criminal and child care practitioners) who contributed to this process.

I attended the Autumn meeting of the Association of South Western Law Societies which took place in Somerset at the end of September, and then the Law Society Conference which took place at Chancery Lane in mid-October. It is fair to say that the dominant issues at both the ASWLS meeting and the Law Society Conference were the Carter Review and the ongoing debate with regard to the reform of our professional body.

The morning of the Conference featured keynote speeches by Fiona Woolf, the President of the Law Society, Des Hudson, the new Chief Executive of the Law Society, and Lord Falconer, the Lord Chancellor. The Honorary Secretary, Tony Spiers, has written an account of the Lord Chancellor's speech at the conference which you will find elsewhere within this Newsletter. I will simply restrict my own comment to state that I did not interpret the Lord Chancellor's comments with regard to Carter to represent anything like the sort of concessions that appeared to be reported subsequently within the press. I was able to put two questions to the Lord Chancellor during the debate, and in response to one of the questions we received an assurance with regard to consultation, which had not been forthcoming from the Minister at the earlier meeting in Bristol.

I would also mention that I found the presentation by the new Chief Executive of the Law Society, Des Hudson, to be impressive. He certainly gives the

impression of being a man who will fight for the profession and who is not afraid to stand up and be heard. I am pleased to report that Mr. Hudson will be attending our Committee Meeting in December when we will be able to have an opportunity to discuss current issues with him.

On a lighter note I was privileged to be invited to the Opening of the Legal Year in London at the beginning of October, and so attended the splendid service at Westminster Abbey to be followed by lunch at the House of Lords. It was certainly a most impressive occasion!

On the international scene I attended the Opening of the Legal Year and subsequent Dinner in Leuven, one of our twin bars, and also joined the DELS delegation to the Federation of European Bars Conference in Porto. A report of that conference from the Chairman of our International Relations Sub-Committee appears elsewhere within this Newsletter.

Our joint meeting with the Torquay & District Medical Society took place at the end of October which was addressed by Miss Maureen Dalton, who was an impressive and captivating speaker. I am pleased to report that Miss Dalton will also be speaking at the meeting that we are arranging with the Exeter Medical Society in the spring, and further details will follow in due course.

I was also invited to represent the profession at a professional lunch organised by the Royal Institute of Chartered Surveyors at Woodbury Park. The lunch was attended by representatives of a number of different professions, and it will be our turn to reciprocate in November when we host a lunch for various professional colleagues from across the county.

Finally, please don't forget to make your reservations for our annual dinner to take place at the Palace Hotel in Torquay on Friday 9<sup>th</sup> February 2007. It promises to be an entertaining evening!



## District Judges' Corner

By District Judge Wainwright

### Recent Changes at Exeter County Court

#### Time estimates and judicial time

First can we emphasise that realistic time estimates **MUST** be given please for applications. Whilst we appreciate there is sometimes a considerable delay in listing a case, it is not acceptable to give a shorter time estimate in the hope that it will be listed earlier. The result is that the case may be taken out of the list at the last minute, further delay ensues and this impacts on other court users. The appropriate method is to give a realistic time estimate and provide in a covering letter the reasons why it needs to be heard by a specific date and asking that to be referred urgently to a District Judge if there is no other listing time available.

If your case is settled (or a time estimate is altered) can you please notify the court immediately – the current budgetary restrictions mean there will be no more judicial time allocated at present – so early notification of release of judicial time is essential if we are to use the courts resources effectively.

#### Telephone conferences

All the resident District Judges at Exeter are happy to use conference telephone appointments, in civil and on occasions, ie. where both parties are represented and the parties attendance is not ordered or necessary, in family matters too. If there is not automatic provision for this, then a letter requesting this will be considered by the District Judge.

#### Email

Just a reminder that this facility is for submission of skeletons and draft orders only – not for the entering into of correspondence in relation to a specific case unless at the judges' personal request. If you do send anything to the judge then you must copy it to the relevant department of the court office. Please respect this as otherwise the facility will be withdrawn which would be a great pity as it has helped communications and efficiency already and reduced delay. **BUT** - if you send by email or fax, **do not then send a further hard copy** – it delays the file being produced for the hearing and duplicates work. If a letter is urgent or has an



early hearing date – then please put that in the heading then it will be given priority.

### Main scheme mediation for fast and multi track

The inhouse main scheme is now being wound down to enable the parties to make use of the National Mediation Helpline. Full information should be sent out to all parties on issue and at AQ stage. District Judge Wainwright would welcome any feedback on this facility.

### Consent Orders – family or civil

The electronic filing of a draft consent order will save the Court office time when the order is drawn particularly if the order requires any amendments.

### Family Proceedings Court in Exeter

As you may already be aware Exeter FPC is now sitting at Exeter rather than Cullompton! As those of you who practice in the family jurisdiction may already be aware, increasing use is being made of the FPC, with transfers across. Whilst this might not always be a popular way forward, it is aimed to reduce delay across the board. It is anticipated that the differential in charging rates will be removed pending the introduction of a fixed fee scheme across the courts.

All the staff from Blackboy Road will be moving to the court building in the near future. Again, feedback from practitioners is welcome, initially to District Judge Wainwright by email:  
districtjudge.wainwright@judiciary.gsi.gov.uk

We all move in challenging times, but hope that the matters outlined above will prove to make the administration of justice a slightly smoother road than it has been of late !



Solicitors Support Network

**For confidential help ring**

**0800 328 4203**

**FREE & CONFIDENTIAL SUPPORT  
FOR SOLICITORS**

**ARE YOU EXPERIENCING PERSONAL  
OR PROFESSIONAL PROBLEMS?**

**If so, you do not have to do so alone.  
Support groups exist to assist you.**

## Date for your Diary

### The Legal Sunday Service will take place on Sunday 10th June 2007 at Exeter Cathedral

## PORTO MEETING OF FBE (FEDERATION OF EUROPEAN BARS)

By Paul Derbyshire - Chairman of International Relations Sub-Committee

The President and four Past Presidents from the Devon and Exeter Law Society attended the meeting in Porto from 18<sup>th</sup> to 21<sup>st</sup> October 2006. The main item on the Agenda was the diversity of legal training throughout Europe – both in terms of academic qualification and professional work-based training. In the UK training varies for solicitors and barristers. Solicitors can qualify by doing a three year university bachelor's degree, one year at a college to complete the legal practice course and a further 2 years as a trainee working in a legal firm. However, some countries have only an academic training. In the Czech Republic an advocate must complete a 5 year university course plus a further 3 years to take an advocacy test. Legislation is being considered at EU level to harmonise legal education throughout the member countries.

We debated the role of the European Lawyer and the differences between the Anglo Saxon model based on Common Law, comparing it to the continental model based on Roman Law. We looked at ethical rules as they apply to different European jurisdictions, the role of the lawyer in the market place and the prospect of third party financing of law firms. Our colleagues from Italy gave us a reminder to be vigilant in scrutinising legislation from the EU as it is put before National Parliaments.

The highlight of the visit was an intervention from a visiting Colombian lawyer, Reinaldo Villalba Vargas. He was a guest of the Holborn and Westminster (UK) Law Society. 35 people including lawyers directly involved in the work of protecting and defending human rights in Colombia have been murdered or have "disappeared" in the last year. Reinaldo himself is in constant fear of assault or worse at the hands of para militaries who protect special interest groups such as drugs cartels. He called upon European Bars to show their support by sending international observers to Colombia and by providing safe haven for those in danger.

It was proper to be reminded at the end of our congress that it is often left to lawyers to protect those fundamental rights which we in Europe take for granted.

We thank our colleagues from the Porto Bar for the generous welcome to their beautiful city and for their hospitality.

### FORMAT FOR THE FUTURE?

For many years the FBE meetings have taken the form of a series of lectures given by members and visiting guests. On Saturday morning there are meetings of the various commissions (committees) who then report back to the plenary session. It was noticeable that although attendance in the auditorium was good at the start of day 1, by the afternoon of day 2 numbers had been substantially reduced.

The Devon and Exeter Law Society members wondered if the time has come to look at whether changes could be made, in order to have the effect of generating more involvement by those attending. One suggestion was to limit plenary sessions to one hour each morning and afternoon with the balance of time taken up in smaller groups tasked with examining specific subjects. These might be in the form of the existing individual commissions or to consider a particular legal issue from several viewpoints. Smaller groups:

- Encourage greater participation – not just listening to translations
- Are more relaxed and less exhausting
- Encourage closer working relationship and friendships to develop
- Bring a more sympathetic understanding of the views of others.

The next meeting in 2007 is in Naples. In October 2008 the FBE will come to Devon and Exeter.

# A MORNING WITH THE LORD CHANCELLOR (for a long day in the life of the President and Hon Sec of DELS)

By Tony Spiers MBE, Honorary Secretary

Up at 5.30am to catch the early train to London on a mild Friday October day for the Annual Law Society Conference. Special this year because the Lord Chancellor himself is attending to speak and will be available to answer questions about the proposed reforms of legal aid which are based on the report of Lord Carter of Coles.

"Legal aid was introduced by Attlee 60 years ago since when millions have enjoyed access to justice.....health and education are equally important....but it is essential that representation is available.....legal aid provides equality.....this government would never countenance the withdrawal of legal aid".

Fine words from Lord Falconer of Thoroton but the proposals and how they are to be implemented are seen by many as likely to lead to the most vulnerable members of society being without access to legal help and a significant unbalancing of the scales of justice.

The solicitors assembled in the Law Society's Hall listened attentively to Lord Falconer and were courteous, though sometimes emotional, in their questioning of him. Like the President I did not hear the Lord Chancellor make the concessions that it was later reported he had made in his speech.

But, speaking at and after the conference he made it clear no more money would be available for legal aid and agreed that the Department for Constitutional Affairs would look again at the intention to impose fixed fees for family and civil work. In fact he conceded that these proposals would be scrapped entirely and the timetable for implementation would be reconsidered in a complete rethink of the reforms.

However, he reiterated, time and again, that there would be no more cash for legal aid and that the only negotiable financial aspect of the proposals was the way the available money was divided; this, he agreed "had to be rethought".

"We will... take a hard look at the sequence of reforms and are prepared to work with the Law Society to come to a workable solution".

So maybe our new shiny representative Law

Society and its new Chief Executive Des Hudson will be able to influence what happens to legal aid over the next few months when the details of the changes are worked out. Many of our colleagues who day by day represent clients in family, criminal and civil matters certainly hope so and that what emerges is something which the founders of the Legal Aid Scheme in the 1940s would recognise and of which they could be proud. It is difficult to see how the objective of the Government to limit expenditure can be reconciled with this aspiration.

Then into a taxi went your President and Hon Sec to Paddington and thence back to Dear old Devon, where both donned dinner jackets and sped off to Plymouth for the Annual Dinner of that City's Law Society. At which the audience was regaled by Nigel Lyons their President with stories of Plymothians who had fallen foul of the law and were appearing before the local magistrates or Judge, many of whom doubtless were in receipt of legal aid.

And so, finally, home just past midnight after an 18+ hour day in the service of our Society waving the DELS flag in London and Plymouth.

Des Hudson is attending our Committee meeting at the Tiverton Hotel on 12th December 2006 at 2.15pm so come and hear what he has to say, you legal aid practitioners, and let him know how you feel

The DELS Office  
Christmas Opening  
Hours



The office will close from  
4.00 pm on Friday 22nd  
December 2006 and will  
re open on Tuesday 2nd  
January 2007.

## DEVON & EXETER LAW SOCIETY NEW MEMBERS

We would like to welcome:

**Mr B S R Bower**  
Messrs Everys, Exmouth

**Mr F A M Cook**  
Messrs Stones , Exeter

**Miss L Hall**  
Messrs Veitch Penny, Exeter

**Mr N Hill**  
South Hams District Council , Totnes

**Miss D Jenkins Evans**  
South Hams District Council , Totnes

**Miss R D L Shepard**  
Messrs Eastleys, Paignton

**Mr D M Wilde**  
Messrs Chilcotts, Tavistock

**Ms F Yellowlees**  
Messrs WBW, Newton Abbot

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### The Court Funds Office

The Court Funds Office is currently looking to create and develop better communication channels with solicitor firms throughout England and Wales.

One of the ways we would like to do this is through the creation of an e-mail database that will allow us to communicate any changes in procedure or clarify any areas that we feel is causing unnecessary delays to payments, through error or simply to update you on information that you will find relevant or useful regarding the CFO.

If you would like to be included on our database, please send an e-mail to [cfofeedback@hmcourts-service.gsi.gov.uk](mailto:cfofeedback@hmcourts-service.gsi.gov.uk)

The database that we create will be strictly for our use only and the information supplied will not be given to outside agencies or companies.

Jason McCrossan, Divisional Manager  
Customer Services Court Funds Office  
Tel: 020 7947 6038, Fax: 020 7947 7967



# TAKING THE STRESS OUT OF SUCCESS WITH COACHING

By Dee Brodie from Excel Coaching Consultancy



## Coaching?

That's what Olympic athletes have – what's it got to do with real life and stress?

An athlete employs a coach to notice what is getting in the way of outstanding performance, and to give feedback to support them in transforming their style and motivation.

*Which is exactly what a business coach does.*

## How does it work?

People usually respond to stress by working longer and trying harder which can result in exhaustion and increased stress levels. Often we get stuck in this vicious circle and see no way of escape. A coach can support you to take a step backwards and look at the broader picture and, by asking you the right questions, can have you make positive choices that were previously invisible to you.

For example: I was coaching a top executive in Tesco Headquarters who was really stressed – his working day was very long, there were continual crises which he had to deal with and he was in the middle of moving from one department to another – so there was a lot of change. He was having difficulty sleeping and his time management was a nightmare. Looking on from outside his hectic schedule I could immediately see something that he couldn't. I asked him the simple question "Is there anything in your diary that you could remove, anything you really don't have to do that would free up some time?" And of course there were several things that were not absolutely essential – I asked him to delete them as we spoke and his sense of freedom was obvious! I could hear him take a big breath and

sigh with relief as he removed each meeting/event from his hectic schedule. Such a simple thing that made such a difference!

The next thing he agreed to do was turn off his blackberry mobile phone when he got home – not only did he get freedom from that but his wife and children were delighted! In our five sessions together, we built on these starting points to radically change his experience of work and dramatically improve his effectiveness.

When you are trapped on a treadmill with the blinkers of habit, it is nearly impossible to step outside of your normal experience to look at things from another perspective. This is what a coach can give you. If you are interested in finding out more please contact me on 01392 679638 or email [deebrodie@xlcc.co.uk](mailto:deebrodie@xlcc.co.uk)

*"People usually respond to stress by working longer and trying harder"*

**Free Dinner Ticket  
for New Associates!  
to DELS Dinner &  
Disco - Feb 07**

## Are you a Trainee Solicitor?

## Why not become an Associate of DELS?



visit our website  
[www.devonlawsociety.org.uk](http://www.devonlawsociety.org.uk) to download  
a copy of the nomination form

## The Student Law and Criminal Justice Society of Plymouth University

Would like to invite members of DELS  
to their Wine & Cheese Evening



Friday 8th December 2006  
at the Lower Hall of the Guildhall,  
Plymouth



The evening will start at 7.00 pm - 11.00 pm  
(approximately)

This event has proven to be very successful in the past  
and is highly beneficial to the Students as it provides  
them with motivation and guidance.

If you would like to attend please email  
Sophie Baverstock  
at: [sophie.baverstock@students.plymouth.ac.uk](mailto:sophie.baverstock@students.plymouth.ac.uk)

## INTERVIEW OF THE EDITION

### - Tony Steiner, Membership Services Manager

**Q. Why did you choose to join Devon & Exeter Law Society?**

A. It was more by default than choice. I was asked to help out for a few weeks 12 years ago!

**Q. What is your dream job?**

A. I am still trying to decide what I want to do when I grow up but Airline Pilot is a possibility!

**Q. What has been the most embarrassing moment in your career?**

A. Thankfully there have been few since I joined DELS. Before I read law I was an Estate Agent. On one occasion I was asked to accompany a lady purchaser to the property she was buying - she had me lying flat out on bedroom floors - to work out where the beds would go of course.

**Q. Which sort of work gives you the most job satisfaction?**

A. I enjoy networking with members and for the Society beyond. I

reward from seeing those who I have helped through our recruitment register doing well in their new job.

**Q. What do you do in your spare time?**

A. Beyond spending time with my daughter I spend a two or three nights a week dancing. I have been Salsa dancing for the last three years and recently started Jive classes. I also enjoy walking when the weather is good and time with friends.

**Q. What book are you reading at the moment?**

A. I am not a big reader but have two books on the go - The Autobiography of Ted Geisel better known to most as Dr Suess. Although he wrote many children's books he was also an accomplished cartoonist working in advertising and produced early American satire. I am also working through 'How to solve the Telegraph Cryptic crossword'.

**Q. What is the most recent film you have seen at the cinema?**

A. The Queen with Helen Mirren. Excellent.

**Q. What is your favourite food?**

A. Where do I start! Crème Brûlée is high up on the list.

**Q. Which is your favourite restaurant?**

A. The Nobody Inn, Doddiscombleigh is a firm favourite.

**Q. Where is your favourite holiday destination?**

A. I can't say I have one but I do like the Cornish coast for a weekend.

**Q. What is your favourite pet?**

A. Retrievers but don't have a dog currently. The cat is much easier to take care of.



## Guide to different clients

For lawyers and clients alike the following passage may interest and amuse you:

### The Clients

Clients and their problems come in different shapes and sizes. Some clients can be unsporting and bring in cases which overlap more than one area of law; this can be confusing but the difficulty will often be overcome by the word 'focussing'. In giving advice, focus on the main problem which will be the only one you can remember anything about. By constantly talking of this focus you may distract them from other areas in which you are less certain.

It is helpful to know that private (as opposed to business) clients tend to fall into well defined anthropological or sociological categories some of which are summarised as follows:

### Suspicious

Believes the lawyer's purpose in life is to overcharge for inadequate advice. Checks watch on arrival and departure. Constantly tries to catch the lawyer out. Insists on every sub-clause being explained in enormous detail and then queries any time charged for this process. Challenges any advice given by quoting contrary view of anonymous legally qualified friend. Scrutinises bill with fanaticism. Incapable of being satisfied. Advice: avoid if possible.

### Malleable

Smiles vacantly at whatever advice is given. Expects the lawyer to decide everything.

Incapable of decisive thought. Has the listening power of a dead parrot. Responds to all questions "I'll leave it all to you to decide, after all you know best". Tends to forget all advice given once things go wrong. Advice: watch your back at all times.

### Emotional

Weeps at first interview. Permanently downtrodden by vagaries of life. Occasionally lightens gloom with brave, watery smile. Needs permanent injection of backbone but resists all lawyer's efforts to strengthen resolve. Advice: buy more tissues.

### Aggressive

Spends life bullying others and is not going to stop now. Demands action, rejects unpalatable advice. "Now you look here, I'm paying you to do this..." Needs to be shouted down, may respect lawyer for it, but more likely to offer violence and move elsewhere. Usually married to 'emotional' wife. Advice: for lawyers who like a challenge.

### Litigious

Believes letters are for cowards. Has motto: "If it moves, sue it." Once won a case (more by luck than merit) and believes the world is now his/her legal oyster. Has had sixteen previous firms of lawyers and is suing all of them. Flatters your ego to persuade you to take latest case and then reveals true colours. Advice: check indemnity insurance policy.

### Conspiratorial

Seeks to draw lawyer into web of intrigue. Cannot understand concepts of integrity or duty to court. Tells lawyer everything he intends to conceal from the court and is astounded at any reluctance to become co-plotter. Subscribes to conspiracy theory of life, and believes the bench is as bent as he is. Advice: send down the road

to your least favourite competitor.

### Over-friendly

Develops crush on lawyer. Displays similar tendencies with doctor and vicar. Writes on scented notepaper, sends presents and suggests home consultations. Requires sole attention of object of desire. Rings frequently. Seeks help with completing forms, calling the plumber and changing the fuse. Advice: keep at arm's length (or seek a large legacy).

### Obsessive

Arrives shortly after an unfortunate aroma. Carries worldly possessions in a plastic bag. Ricochets from lawyer to doctor to social services to citizens advice bureau. Prone to abandoning empty wine bottles in the reception area. Bounced as often as a Wimbledon tennis ball. Advice: send largest trainee solicitor to reception office to sort out.

### Meticulous

Requires lawyer to absorb entire life history before giving the simplest advice. Resists all attempts to short circuit recitation of irrelevant facts. Obsessive as to detail. Encyclopaedic knowledge of facts of the case. Corrects lawyer's minutest error. Client's tedium is matched only by indignation at the delivery of bill based on time spent. Advice: delegate to eager trainee to take statement.

### Perfect

Responds promptly to all communications. Listens to advice and does what is told. Anticipates requests for information by producing precise typewritten lists. Understands explanations. Displays appreciation for efforts. Pays bill promptly and sends whisky or flowers to emphasize thanks. Advice: treasure, another may not pass your way again.

# SPORTS REPORT - DELS CRICKET TEAM ENJOYS A GLORIOUS WIN OVER CORNWALL!

DELS –v– Cornwall Law Society  
Venue: Ottery St Mary  
Date: 21<sup>st</sup> July 2006

On another gloriously hot midsummer's day the DELS XI took to the field having won the toss and inserted their Cornish opposition.

Neither the track nor the conditions provided for any undue optimism about an early clatter of wickets, but the decision to insert the opposition had effectively been determined by the nature of the contest and the need to win to wrest the trophy from Cornish hands.

As it turned out Keith Biggs was able to remove one of the Cornish openers but there then followed a partnership of a 150 between Ecclestone (73) and Cornish Skipper, Steven Lowry (81) before a Woolcombe Beer Watts combination of Justin Osborne and Alex Blest removed the batsman in quick succession. Wickets fell consistently until the Cornish Law Society declared their innings closed at 193 for 7, having faced a total of 49.4 overs.

At the conclusion of their innings the pick of the bowlers for DELS was Keith Biggs with 3 for 24, off 11 tight overs, Alex Blest with 3 for 37, off 6.4 overs of tempting leg spin, and a useful mid innings spell from Justin Osborne of 1 for 30 off 10.

The task facing the DELS batsman was challenging to say the least. Essentially they were left just 34 overs to score the 194 runs required for victory. A rate of almost 6 an over!

Things began disastrously with Justin Osborne (1) Paul Taylor (5) and Paddy Blake (0) all being dismissed in the first few overs to leave DELS on a perilous 10 for 3 off 8 overs!

Fortunately the much-needed recovery followed. Nigel Butt, who had opened the innings up and survived the early fall of wickets, shared in a partnership of 129 with Mark Grassam before being dismissed for 47, at which point the score was 139 for 4

with 55 needed off the last 7 overs. Those who may have held negative thoughts about the possibility of this being achieved were soon put in their place. An astonishing onslaught from Alex Blest (41 not out) and the consistency of Mark Grassan (68 not out) saw DELS home with more than 2 overs to spare!



A fantastic day of Cricket concluded by DELS winning the trophy they had not held this century! The aim must now be to keep the Cornish Law Society in the doldrums for as long as possible by ensuring we are able to field the strongest possible side over the course of the next few years. Any one keen to get involved please contact Nigel Butt at Windeatts Solicitors on 01803 862233 or by e-mail: [nigel.butt@windeatts.co.uk](mailto:nigel.butt@windeatts.co.uk).

## HEARD IT ON THE GRAPEVINE - NEW ZEALAND

New Zealand is the most southerly wine producing country of the southern hemisphere. Gravelly riverbed soils, and the unique, cool maritime climate which governs the north and south islands make it ideal for the production of wines from premium grape varieties.

The first vines were planted back in 1819, but a combination of wars, natural disasters, government interference and prohibitionists nearly killed off the industry and even as late as 1939 it only produced 10000 hectolitres in total. The industry then went through its unsophisticated period producing just three styles - dry white, sweet white and red with borrowed European names such as Hock or Claret.

From the mid-1960's the culture of wine began to take hold and New Zealand experienced a period of unrivalled expansion and wine production in 2005 reached 1,020,000 hectolitres from 17809 hectares. Total vineyard area has increased by 75% since the year 2000.

New Zealand has now become a niche, mature premium quality wine producing country with a varied selection of vines under cultivation. The range of varieties and styles of wines that are now made can in part be

attributed to the diversity of regions within the country which stretch the length of the two islands.

The most important areas of production are Marlborough, Hawkes Bay, Gisborne, and Otago. The Sauvignon Blanc grape variety continues to dominate production making up 45% of the total harvest, and accounts for over 70% of its wine exports. Chardonnay extends throughout the main wine regions, resulting in a range of intensely flavoured wines from refreshing unwooded dry whites to richer more complex Burgundy styles. White wines have greatly benefited from stainless steel technology inherited from the dairy industry. Cool fermentation in temperature controlled stainless steel is the normal method for Sauvignon Blanc.

Pinot Noir is the most exciting and enterprising red grape variety as it is notoriously difficult to cultivate, but produces fine Burgundy style wines in Marlborough, and benefits from maturation in new and part used French oak casks.

Today New Zealand wines command the highest average price per bottle of any country.

## Wine Offer of the Month!!

Devon & Exeter Law Society in association with **Quay West Wines** are pleased to offer Society members a superb **12 x 75cl case** of New Zealand wines @ **£79.99** comprising 6 bottles of refreshing Marlborough Sauvignon Blanc, 3 bottles of rich Burgundy style Chardonnay and 3 bottles of exceptional Pinot Noir.

**Delivery is free throughout Devon** and there are no other hidden costs

*If there is ever a particular wine you are looking for we will do our best to source it for you.*



Telephone: 01392 - 841833

Fax: 01392 - 841996

E-mail: [sales@quaywestwines.co.uk](mailto:sales@quaywestwines.co.uk)

