

## shibley's christmas dinner message: i'm not the turkey

SEAN CREIGHTON

I bet your bottom Kiwi dollar that there would have been at least two people keen to get hold of the wishbone in a carve-up of the pre-Christmas chicken at the National Party caucus farewell dinner near years' end.

Head Chef Shibley has made it very clear in recent pronouncements (that should have happened months ago) that she is not about to pass the carving knife over to Bill English, unless it's in a gory rendition of *Scream 2*. [PS editor – do modern day Nats hire horror movies or just reinvent them?]

It has been akin to a horror movie ending for Shibley's year as the sometimes Leader of the Opposition tries to reassert her leadership ably helped by the memorable country and western performer Maurice "Not Chevalier and not an ACT member yet" Williamson.

Then again, others suggest it might be more appropriate to call the National Party antics a touch of black comedy, without any minstrels and rather off-beat melodies.

How many more times will the public have to endure her glib and glaringly incomplete sentences like "I enjoy the support and confidence of caucus and I am determined to lead them to victory in the 2002 General Election."

There have been one or two others that have weighed in behind Shibley (many with deputy leadership aspirations of their own, but none have provided quotes lasting much longer than half a line).

Sooner or later there has to be a showdown and it will probably either occur after deputy sheriff Wyatt Creech's role is contested or after the next National Party conference mid-2001. Time will tell how supportive her largely loyal caucus is of her heading towards next Christmas.

Now that Shibley's not PM anymore and she has some digs in Auckland, she now has easier access to blue chip PR and political advice. I am

sure Maurice will point her in the right direction, if Burton hasn't already. At least one newspaper political columnist has echoed my earlier 'no-go yet' comment: "With National polling roughly level with Labour at about 40% - 10 points higher than on election night a year ago – the case for a leadership change is hard to sell."

Yet if you'd had read daily newspapers in the same period you could be forgiven for thinking that Labour had surged to a 20-point lead in the polls. Far from it, in late November polls, both Labour or National were ahead but the advantage was within the margin of error, virtually a statistical deadheat.

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Even more significant was the observation that Labour's latest showing in the Herald Digipoll was some 14 percentage points **lower** than its poll rating in March.

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The TV *One News* Colmar Brunton poll put Labour 3 per cent ahead of National with 43 percent support (margin of error was 3.2 percent) Greens on 5 percent, with ACT and NZ First steady on 3 and 4 percent and the Alliance on just 2 percent.

The poll of 1000 eligible voters is in contrast to a *Herald* Digipoll of 767 people completed days earlier that had National on 40.9 per cent (up six points since the previous June poll), and Labour on 40.2 per cent) A lead of 0.7% in a poll with a margin of error of 3.2 per cent.

Even more significant was the observation that Labour's

latest showing in the *Herald* Digipoll was some 14 percentage points lower than its poll rating in March.

So why are the cheerleaders in the daily news media saying Labour's ending the year strongly? Some have done a quick count-up and have carried on like this: "centre-left parties 65 seats, others, who cares, five seat majority to centre-left- Helen wins her second term, Tories and Christians crushed to smithereens, we win again, they lose eat that."

But me thinks it is all a tad premature. Firstly, there's the Maori seats (though Independent Derek Fox can't contest them all, can he?), secondly, the Alliance while a shoe-in for Anderton's Wigram seat may struggle for more than 4-5 elected members on current support levels, which leaves the Greens and Peter Dunne's brand-new party of two in the box seats. (that's forgetting Perigo's Libertarians and the other Christians for just a moment - more on that soon)

Poll analysts in the media should be required to provide a little more context to a long suffering public. Bush was ahead in most polls two weeks out before the US Presidential election, but many experienced commentators made the responsible call "race too close to call" – and that's even before the half-punched out chads took centre stage."

The last time I looked it seemed that accident-prone Cabinet Ministers were taking a breather, while some select committee chairs were looking apprehensive.

**T**here were even suggestions that long-serving Labourite and prolifically loud interjector Judy Keall may be replaced following the debacle with the Greens over an altered minority report on the keystone Health reform package.

In another pre Xmas tale of woe and woeah there, there were loud mutterings about Justice and Electoral Select Committee chair Janet Mackey and that was mainly from some of her caucus colleagues.

She appears to be in the schtuck over, wait for it, the Winebox - not Ruth Dyson's but the real vintage Magnum version. A consistent cheerleader for SFO Head Dave Bradshaw in the form of Mackey's colleague and Attorney-General Margaret Wilson appears to have been a bit put out by the East Cape MP's simple request.

Mackey, a former Human Rights Commission networker and real estate agent, was only after a sentence from a legal opinion Mr Bradshaw had been provided but the SFO Chief spat the dummy and suggested he would throw in the towel rather than hand it over. Rather Sturtesque behaviour and rather out of character for a former SSC bureaucrat.

The spat ain't over yet as the Winebox veteran crusader with no known formal qualifications in human rights or real estate, Rt Hon Winston Peters, smells a rat and is ready to pounce. Meanwhile the major victor at the Labour Party conference last month was the former school teacher turned computer wizz Mike Williams, who was elected President.

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He is widely regarded as a master strategist and highly effective fund-raiser and not known for any jogging antics like his predecessor, Bob "they didn't dare try to poison me" Harvey.

The word is that Labour faces a major uphill battle to get financially fit for the next election campaign. On the other hand, National may well be in a better position, if history is anything to go by. As the party machine operators take a break for the Christmas-New Year period, there will be much to dwell on.

Here are some typical conversations I thought I overheard in certain politically known households recently.

"Ah, another Christmas present for Southland's finest son. Why thanks honey, another book on Machiavelli. Can the good doctor tell me if I should add it to the pasta dish or get McCully to translate it for me? No, tell Murray I am not prepared to appear bare-chested on the front cover of *Metro* wearing denim shorts with a pitchfork aimed at Jenny's backside. Yes, I can do a flat white at Devonport before Michelle briefs me on the art of filmmaking Presidential-style.

"Goodness Burton, you are keen on these carving set collections this year. But what's with this collectors' album of Graham Bonnett's other hits, subtitled "It's all Over Now, Baby Blue?"

**P**lease don't interrupt me at the moment, I am just about to fax Roger this copy of Bill's memo he foolishly left lying on a seat while sipping on a latte. He'll be choking on it tomorrow."

"Gosh, Peter. That's thoughtful. An essay entitled "Lessons in Forgiveness and Outsmarting Your Enemies". Ah, I see you've highlighted some already or was it Heather Simpson's hand or handywork I can see here.

Oh, several pages are marked, let's see: (1) Making up to a race relations conciliator; (2) closing gaps on select committee chairs (3) keeping dirty washing buried (4) fund raising tips from Bill Clinton (5) how to avoid free votes in caucus (6) avoiding mead drinks at Green functions (7) avoiding all Greens"

## investors line up to toast a booming wine industry

**Bayleys' property analyst NEIL PRENTICE surveys New Zealand's booming wine industry and the implications for the property market**

**A**s New Zealand's reputation as a producer of award-winning wine continues to grow internationally, increasingly more investors are seeking to be part of an industry that couples an aura of romance with the potential of an excellent financial return.

In part, the strength of New Zealand's wine industry is based on its versatility, due to the unusually wide range of wine styles produced in a relatively small area. New Zealand already has a well-established international reputation for its world-class sauvignon blanc.

The country's pinot noir and chardonnay are also in increasing demand internationally. According to the Wine Institute of New Zealand, the long, stretched nature of the country provides growing conditions suited to a large number of grape varieties. The uniting factor of all vineyard regions is the average of 2,200 sunshine hours per year required for successful vineyards. There are now over 360 wineries in New Zealand.

There are nine major grape-producing regions nationwide, with over 10,000 hectares of land committed to grape production. Marlborough - near the northern end of the South Island and well known internationally for its distinctively flavoured sauvignon blanc - is the largest, at close to 3000 hectares. A total of 62 million litres of wine were produced in New Zealand last year of which 38 million litres were sold within New Zealand. This compares with a total production of close to 50 million litres in 1991 of which 41 million litres were sold locally, confirming that the growth that the industry is experiencing is being driven entirely by international demand for New Zealand's high quality wines.

Wine exports have grown 395% since 1991 and by 2003 are projected to be valued at NZ\$275 million, more than double the NZ\$125.3 million figure in 1999. Average



yields have declined from 12.1 tonnes per hectare in 1991 to 9.2 tonnes per hectare in 1999. This reflects a trend to produce lower yields of higher quality grapes rather than volume, property valuation company Darroch Ltd says in its latest overview of the New Zealand wine industry.

Marlborough, Hawkes Bay and Gisborne are the three largest vineyard areas, accounting for over 80 per cent of the total productive vineyard area in New Zealand.

**T**he market for viticulture land has increased up to fourfold over the past three years in the Marlborough district and this has put upward pressure on land prices. There are substantial new plantings coming into production annually and this is likely to continue to boost production over the next three years.

While there has been new planting in both the Gisborne and Hawkes Bay area, the demand is spread and land prices have therefore not increased significantly, says Darroch Ltd.

Central Otago has also recently emerged as recognised

production area and there are also a number of boutique wineries in region such as Canterbury, Auckland, the Wairarapa and Nelson. Land prices in the Hawke's Bay and Gisborne range from \$27,000 to \$35,000 per hectare says Darroch Ltd. Marlborough is between \$60,000 and \$80,000 per hectare for the best land while Central Otago ranges from \$10,000 to \$30,000 per hectare.

The primary determining factors in values, says Darroch Ltd, are water availability (irrigation), microclimate and soil characteristics. The added value of vine trellises, other improvements and plants ranges from \$30,000 to \$70,000 per hectare, depending on age, condition, location, variety and roostock.

New Zealand wineries are relatively small in an international context. Of the 364 wineries in operation in 1999, 313 of them recorded annual sales of less than 200,000 litres. The number of these smaller wineries is forecast to increase to 337 by the end of 2000. There are 17 wineries with annual sales of between 200,000 and 2 million litres, forecast to increase to 23 by the end of this year, and four wineries producing in excess of two million litres.

Ownership of the larger wineries is tightly held but smaller boutique wineries come onto the market from time to time. Two current examples, being marketed by Bayleys Real Estate are: Edgewater Estate: A boutique winery and lifestyle block on the shores of the Manukau Harbour near Auckland, New Zealand's largest city, is up for sale with the equivalent of 200 cases available for bottling by a new owner.

Originally a kiwifruit orchard, the eight-hectare Edgewater Estate on Glenbrook Beach Road, Waiuku was developed by an Auckland couple now relocating to Australia. The property includes a 254 square metre family home and a fully equipped 140 square metre winery, which this year has processed six tonnes of grapes.

**E**dgewater Estate produces four varieties: Pinot Noir, Merlot, Cabernet Sauvignon and Cabernet Franc from approximately 1400 vines, and has just sold its entire production of Edgewater Estate Pinot Noir to Progressive Enterprises, New Zealand's largest supermarket operator.

Bayleys' Terry Thornton says approximately three-quarters of the property is yet unplanted which provides an opportunity to increase production substantially. The property has its own sandy beach and there is an all-tide boat ramp about one kilometre down the road for keen fishermen.

Edgewater Estate has current rating valuation of \$690,000 although this does not include the goodwill of the business. Linden Estate Winery and Vineyard: Set on 12.6 hectares in the sheltered Esk Valley, in the Hawke's Bay, New Zealand's second largest wine producing area. The Linden Estate is situated in a particularly sheltered frost-free microclimate, custom made for growing grapes.

**A** total of 3.2 hectares is planted out in Chardonnay, Merlot and Malbec, with a further two vineyards, totaling 10 hectares, leased to secure continuing supply to meet production targets.

The vineyard currently sells 12,000 cases per annum and Bayleys' Glyn Rees-Jones says the winery has the capacity to increase production to 20,000 to 25,000 cases within the present facilities and infrastructure.

Key features of the winery include a contemporary winery building and modern plant and equipment, a recognised brand with established distribution channels through a leading wine distributor and the opportunity to increase production without significant capital expenditure.

The property also has a high profile location on a main state highway and Mr Rees-Jones says it is well positioned to benefit from the growth in wine tourism

which is an increasingly significant feature of the market. The winery complex and a private residence included in the sale are nestled in the foothills of the valley overlooking the vineyards in the river flats below.

The Linden Estate is being offered for sale as a freehold going concern because of the pending retirement of current owners Wim and Maria van der Linden. The sale includes the land and buildings, plant and equipment, wine stocks, brands and business.

Mr Rees Jones says the sale of the estate offers a new owner or equity investor the opportunity to develop the award winning winery further. Expressions of interest over \$3 million are being sought in the estate.

The New Zealand wine industry export market continues to show strong growth with forward sales exceeding supply in many instances.

The exchange rate is particularly favourable for wine exporting and production and planting is increasing annually.

While New Zealand is a small player in the international wine market, its niche market focus on producing high quality specialist wines, provided it is maintained, should ensure a very promising for the industry.



## People who shaped our lives in the 20th century

SIMON JONES

It's a contentious question and one which will no doubt provoke debate in bars, cafes and lounges across the country.

Who is the person who most influenced business in the 20<sup>th</sup> century?

It's a question which journalists and analysts at the *Los Angeles Times* spent over a month studying. Surprisingly, Bill Gates only just managed to creep in at number 50.

Leading the top 50 list are three names which are no doubt less familiar to us: William Shockley, Robert N. Noyce and Jack S. Kilby. They sparked a technological revolution by inventing the transistor and integrated circuits.

The 20<sup>th</sup> century has arguably been the most innovative yet. The evolution of the human race jumped from an era where we travelled by horse and train and communication was handled by telegraph, to an era where we can travel to the other end of the world in a day and communication is carried out through superhighways.

The last 100 years produced airplanes, social security, the Internet, space travel, genetic engineering and nuclear bombs.

Here is the LA Times's top ten list of the most influential people who shaped our century.

(1) **William Shockley** (1910-1989); **Robert N. Noyce** (1927-1990) and **Jack S. Kilby** (1923-1990). In the summer of 1948 a tiny electronic device called a transistor – the size of a pencil eraser – was presented to the world, yet the news only made a few paragraphs in the *New York Times*. Who could guess that the invention would trigger a technological revolu-

tion which would lead the way to compact digital computers, the mobile phone and even Nintendo?

(2) **Henry Ford** (1863-1947). Ford completely altered society, lifestyle, commerce and history by creating the Model T in 1908. In the next 20 years Ford sold 17 million vehicles and the automobile became the fulcrum for a new economy, pushed the growth of cities and created suburban life.

(3) **Franklin D. Roosevelt** (1882-1945). Man who is said to have made the biggest difference to business in the US by transforming the state of the country's economy. When he gained power banks were closed in 36 of the 48 states and the New York



Franklin D. Roosevelt



Bill Gates

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The last 100 years produced airplanes, social security, the Internet, space travel, genetic engineering and nuclear bombs.  
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Stock Exchange ceased trading. Roosevelt saved capitalism.

(4) **Walt Disney** (1901-1966). Disney's empire started with a mouse and, at the close of the 20<sup>th</sup> century, it ended with a \$20bn business empire, including a colossal TV network

and theme parks that span the world.

(5) **Steve Wozniak** (1950-). Pioneer of the personal computer. A man, who as a 25-year-old underappreciated engineering grunt, created the Apple I's, managing to sell only a handful for \$666. In 1977

the Apple II was born, becoming the first computer to display colour images. The rest, as they say, is history.

**(6) David Sarnoff** (1891-1971). Arguably the most influential figure in communications during the 20<sup>th</sup> century. He is described as 'the father of television'. He borrowed a Navy transmitter in 1921 to offer a blow-by-blow account of a boxing match. The experiment created such a sensation amongst the country's 200,000 amateur wireless operators, that \$11 million worth of radios were sold.

**(7) Michael Milken** (1946-) Junk bond chief who sparked a corporate restructuring boom in the 1980s that revitalised American business, unlocking vast efficiencies and profits that others lacked the vision to imagine.

**(8) Douglas MacArthur** (1880-1964) A man who played his part in Japan's economic recovery, spurning countless vehicles, VCRs and walkmans. MacArthur's contribution as supreme commander for the Allied Powers in Japan was to break apart an outdated social structure, allowing the country's creativity to blossom.

**(9) Donald W. Douglas** (1892-1981), **William Boeing** (1881-1956). Within the annals of titanic competition between companies, few have been waged with the verocity and longevity as the one between Boeing Co. and Douglas Aircraft Co. Starting in

1920 they fought for 40 years, continually leapfrogging each other with innovation after innovation. That was until the late 1960s when Douglas' facilities in Long Beach were purchased by Boeing, the rest of the company being bought in 1997.

**(10) J.C.R Licklider** (1915-1990); **Leobard Kleinrock** (1934-), **Larry Roberts** (1937-); **Berners Lee** (1955-). No single person is responsible for creating the Internet. Instead its emergence is due to four engineers who spent years pushing the boundaries of computer science.

In 1969 Kleinrock, a UCLA professor, took possession of a refrigerator-sized machine called an Inter Message Processor. The job of the machine was to translate data from various computers into a common network language.

By 1972 many more computers had been attached to the network, laying down the foundations of what we know today as the internet.

**O**ther notable entries in the *LA Times's* top 50 include Vladimir Lenin at 16, Opec at 18, Ralph Nader at 29, Ted Turner at 35, Martin Luther King at 32, Ronald Reagan at 48, and last, and least in the mind's of analysts, is none other than William Gates, proprietor of a small Seattle-based company by the name of Microsoft. Ever heard of them?

## World market wrap

**BUENOS ARIES:** Argentina is being bailed out to the tune of \$US25bn by the International Monetary Fund. Analysts say it will avoid a debt deficit which would reverberate around the hemisphere.

**LONDON:** Virgin Airlines announced expansion plans as British Airways axed 1,800 jobs at London's Gatwick Airport. The expansion may eventually speed up Virgin's plans to enter the New Zealand market.

**LONDON:** US-based Chase Manhattan told England's Football Association to commit \$300m to plans to build a new \$1bn national stadium before the project collapses. Chase has been unable to find investors.

**TOKYO:** The Japanese government wants to privatise three of its rail networks by April 2001.

**NEW YORK:** IBM, the world's largest computer company, has teamed up with Infineon, the leading European chipmaker, to develop a new type of memory chip based on magnetic properties.

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## when grieving has more than a human cost

### PETER HENSLEY

One foot touching the ground, that was the way Jim wanted to go. He had often spoken about it to his friends. The topic always arose during the cup of tea session they seemed to hold, which was more frequent these days.

The venue altered, depending on the wishes of the deceased. However, they enjoyed the variety of the funeral services on offer in their local town. The twilight years had slowly crept upon up on them all. Jim always enjoyed life to the full and was taking his daily walk along the river track near home, when somewhere his time card was punched in for the last time.

He had been dead for almost 20 minutes when Jill found him. Her level of concern had risen to alarm when she did not hear his customary "Honey, I'm back – did you miss me" routine. He was very punctual and was not inclined to talk to strangers, although he often had the whitebaiters' on by telling stories of big catches that happened "just a day or two ago".

It took her a couple of minutes to close the house up, collect her jacket

and cell phone before she walked briskly out of the gate. She knew the route that Jim took by heart, they had often walked it together. Nothing could have prepared her for the moment when she saw him lying slumped on the ground.

Jill immediately knew that he would not be walking home with her. Logically she knew that she should use the phone, however it was all she could do to hold him and stare unbelievably into Jim's blank eyes. Just then another person out walking their dog came upon them and offered assistance. The authorities were called and within minutes things were under control.

Control, that was, until Jill wanted Jim back in her life. Jim always seemed in control and Jill had been pleased to be his life partner. They were a perfect match and enjoyed each other's company for the 30 years they had been married.

Although he was five years her senior, sharing had always been easy for them, from simple domestic tasks to providing for the growing family they had produced. Even from the beginning, it appeared, they had the ability to control their lives. Now it eluded

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Their local financial planner had put them on the **right track**. She only wished that they had been referred to him years earlier.

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her and it was the one thing she desired the most. Jim was 55 years old when he died. Together they had recently started to plan and seriously save for their retirement.

Their local financial planner had put them on the right track. She only wished that they had been referred to him years earlier. Jim, like many of his generation, had several bad experiences when they had started to save for retirement before and had tried to sort through the maze of available products themselves. Suspecting they needed some professional help, she had asked around

and encouraged Jim to attend a seminar run by one of these money people to check out what was available.

She remembered the words that seemed to grab her at the presentation. "All that will be there, when you get there, is what you send on ahead." That combined with Jim's obvious limited number of pay packets before their selected retirement date, meant they had some serious work to do. Despite urgings from their adviser they did not implement the plan fully and now Jill was 15 years short of her target and life planning seemed to be on hold.

The meals that friends dropped off and offers of assistance were comforting, however they did not address her desire to have control back in her life. She had twice the work and half the staff. Everything seemed unfamiliar. She was not prepared for the uncertainty, the fear and confusion that Jim had left behind. Boy she was cranky with him. Their children shared her grief, however both had their own families to contend on with. One had travelled back from Australia for the funeral and the other lived in Auckland. They shared her grief, but they could not grieve for her. They could not come close to appreciating the chasm that had suddenly opened up in her life. It was scaring the life out of her.

The offers of help and assistance just seem to add to the confusion. Although it was all meant in good faith, it was doing the exact opposite. Her friends could not appreciate that the advice they were offering suited their own circumstances, and did not apply to the situation that Jill now found herself in.

Jill needed some personal space and unbiased professional advice. Well meaning "friendly" comments were pushing her into making decisions about her future, which in reality did not need to be made at this point in time. Her annoyance at Jim grew daily. How dare he leave her in this position. He had never let her down in their lifetime together, now when it seemed that when Jill needed him the most, he was not there. Literally, his body had been cremated and the ashes scattered into the sea. It slowly dawned upon her that she was on her own and she did not like it.

Jill's anger turned into sadness as the reality of losing her mate slowly reached her consciousness. The one fact that she learnt was the value of having found a professional who assisted with her gaining control over her situation. This person was the only one who understood

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How dare he leave her in this position. He had never let her down in their lifetime together, now when it seemed that when Jill needed him the most, he was not there.

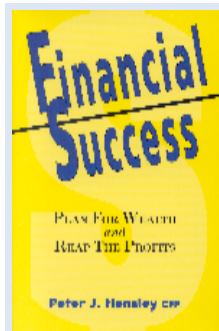
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that there was a time and place for everything, and that everything took time. That there was no need to rush, and that the control that Jill desperately needed back in her life, came from making decisions but from knowing that there was no urgency to make decisions.

Jill's life was slowly re-organised, sadness turned into acceptance. There were many moments when she reflected on the lack of planning they had done. It always seemed to happen to someone else. They had a perfect life together, it all ended too soon and she was not prepared. She knew that she had to get ready for the rest of her life.

Statistics indicated that this could be as long as another 40 years and now she had a mission to undertake. Jill was determined to get her finances under control and understand the choices open to her. She did not learn that everybody had different circumstances. The choices and actions that made sense to one could destroy another. The best advice she could give to a newly widowed person was to get control back in their life by getting organised. By doing this they would be better prepared and educated to make sound financial decisions.

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