

2011 started with a bang and we launched head-long into a record breaking year.

The new year saw us welcoming another flagship wine client in Matua and for the first time in recent memory we worked on a public holiday (Waitangi Day) to keep up with demand. The 2011 white wine harvest was three weeks early and about 25% more than 2010. Phew!

We paused briefly for a bit of light relief in March; we went green for St Patricks Day, Deb, Alex, Michelle, Darren and Anne-Marie got the boot camp treatment at a Leadership Course at the Mount, and we presented our Sparkling trophy at the Royal Easter Show Wine Awards to Nautilus Estate.

Our ACC Audit was in April and we gained the highest level of accreditation which is Tertiary. More excellent news in April; we won our 300th wine producer client giving us a total of 570 different wine label brands. Not so good was our close encounter with a tornado in Albany in May!

June marks the end of our financial year and we were rapt to announce our sales growth of 6% on the prior year. That means an average sales growth of over 10% for each of the last four years – in these tough times we're very very pleased to have a record such as this.

Mark scooped the pool and took home the blue ribbon for both the Super 15 and NRL comps in 2011. Tony earned bragging rights as our new Pool Champ and Kim A won the design comp for signage of Stephen's car (there's no hiding for him in Blenheim now).

Our Gewurtz trophy at the New Zealand International Wine Show Awards went to Distant Land by Lincoln Vineyards, and also in September we upgraded the Studio to Adobe CS5.5.

During the year we had staff notching up some creditable service milestones – Zamira did 5 years, Stacy, Doug R, Michelle and Paul P all did 10 years, Pam and Brent notched up 15, Yong racked up a respectable 20 and Keith has now done an amazing 25 years of service.

We've been multiplying this year again too; Darren and Kelly had the bonny Charlie in February and it was also congratulations to Zamira and Ryan on their marriage and the birth of wee Zayne in July.

Three of our team became trade qualified in 2011 – congratulations to Ace, Shaun and Gareth. A great achievement for them all.

In September we got RWC fever meanwhile Tony was charging around the world visiting label plants in the UK and Spain and attending LabelExpo in Brussels (the world's largest machinery expo in our industry). He made a brief trip to Shanghai too to check out the new FSC Certified UPM Raflatac plant. Stacy spent a week in Las Vegas during October to attend the annual Zebra conference.

New products released this year included the Textura family of varnishes (Foam, Lustre, Slick, Mist and Frost) and Rockstock – the latest and greatest in tree-free environmentally sustainable stocks. We're drawing the year to a close with a staff dinner at the newly opened Boat House at the Riverhead Tavern. Apart from a couple of weeks in May we've been maxing out the overtime this year so we're eagerly awaiting a two week break over the holiday period.

Once again we thank you very much for your business and contribution to what has been another busy and rewarding year. Please do read the back of this card.

