



AD & SM M^CLEAN

OVER 40 YEARS OF FAMILY PASSION



CONTENTS

01
ABOUT THE COMPANY

04
MCLEAN - A FAMILY HISTORY

07
VINEYARD LOCATIONS

12
OUR WINERY OPERATIONS

13
PRODUCTION CAPABILITY

18
EXPORT FOCUSED

19
MARKETING SUPPORT

22
OUR BRANDS

23
AWARDS



ABOUT THE COMPANY

AD & SM McLean is a family owned and operated wine company, established in 1972 in the cool and beautiful Pentland Hills at Myrniong (pronounced Mer-ni-ong) in Victoria, South East Australia.

From the beginning, the family's strategy and passion for the wine business has seen its operations expand significantly.

Our philosophy is simple: superior vineyard management, coupled with fine winemaking to produce exceptional wines.

From our humble beginnings, AD & SM McLean has expanded to boast significant acreages of vineyard, state of the art winemaking facilities, three cellar door outlets and four retail outlets – all based on an unwavering passion for quality and impeccable service.

ESTABLISHED IN 1972

Our first vineyard was established in 1972 at the Myrniong site about 50 minutes drive north-west of Melbourne. Having experience in running vineyards in South Australia, Allan and Shirley McLean identified the perfect site at Myrniong with ideal summer temperatures, rainfall and terroir.

The site was prepared and vines were planted throughout the winter of 1972. Some four years later and with many hot summer days tending to the vines, our first vintage was made and the AD & SM McLean enterprise was born.

Today, the business is managed by Allan and Shirley's son, Richard McLean. Richard shares ownership along with his siblings Anne and Angus. The McLean children share their parent's enthusiasm for producing quality wines and also their ambition for growth.

Our philosophy is based on strong relationships, loyalty, honesty and long term partnerships.

Instilled by Allan and Shirley, this has been the foundation on which our success has been built and now earns us a position among Australia's top 10% of wine producers.



FROM HUMBLE BEGINNINGS, TODAY OUR COMPANY IS A
SIGNIFICANT AND LARGE SCALE PRODUCER OF QUALITY WINES
AND REMAINS COMPLETELY FAMILY OWNED.



MCLEAN - A FAMILY HISTORY

ESTABLISHED IN 1972, AD & SM MCLEAN IS A DIVERSE FAMILY OWNED AND MANAGED AGRIBUSINESS OPERATING IN VICTORIA AND NEW SOUTH WALES.

The business was founded in 1972 by Allan and Shirley McLean in the cool Pentland Hills at Myrniong, around 70 km west of Melbourne.

In those early days of the modern Australian Wine Industry, they planted a north facing site to Riesling, Chardonnay, Sauvignon Blanc and Cabernet Sauvignon. Although this was an entirely new venture, Allan's family had many years experience in the wine industry. Allan's father, Gilbert, was a skilled maker of fortified wines.

The business grew, and before long was operating a direct sales team in Melbourne as well as the busy Cellar Door Sales at the Myrniong site. The AD & SM McLean name was becoming known for quality table and fortified wines.

As the Myrniong site continued to grow, supply could not meet demand so new vineyards were procured in McLaren Vale in South Australia in the early 1980's.

By 1990, a restaurant and function centre was added to Myrniong and the facility became known as the area's venue of choice for many functions and weddings.

Allan and Shirley were ambitious young entrepreneurs. Their successful business was growing and so, in the early 1990's, further vineyard holdings were developed in Taylorville, South Australia.

Not only was Allan and Shirley's business growing, but so was their family. Four children, all of whom showed interest in becoming involved in the wine industry.

It was apparent that the business needed to take a great leap forward to accommodate the growing family involvement so the decision was made to sell their interests in McLaren Vale and invest in the new Perricoota Wine District in on the Victorian/New South Wales border.

Initially, a block of around 80 acres was purchased and developed to vineyard in 1992. More blocks were subsequently purchased and developed, and the family's vineyard holdings grew substantially.

By 1999, construction of a large commercial winery had begun. AD & SM McLean was now firmly established as a serious wine producer, supplying domestic and export opportunities as well as making wine for some of Australia's largest wine companies.



MCLEAN - A FAMILY HISTORY

Our business has grown from very small beginnings on one site, to a sophisticated and diverse agribusiness operating in two states of Australia and across many different localities.

Today we operate 7 retail stores and a dedicated team of sales professionals. We operate across 40 individual vineyard sites and produce around 4,000,000 litres of wine per year.

We work with Australia's largest and leading wineries in wine and grape supply as well as some very small boutique operators.

Our strength is our commitment to quality, but also our flexibility and ability to adapt to change. We value our staff and our suppliers. We seek quality advice from qualified professionals and are diligent with decisions. We work to ensure our customers' expectations are always exceeded.

Today, the business is managed by Allan & Shirley's son, Richard McLean who shares ownership along with his siblings Anne and Angus McLean. The McLean children share their parent's enthusiasm for producing quality wines and also their ambition to grow their business: to take AD & SM McLean wines to the world.





OUR VINEYARD LOCATIONS

OUR VINEYARD OPERATIONS EXTEND ACROSS VICTORIA AND NEW SOUTH WALES. THIS AWARDS US A DIVERSITY OF FRUIT CHARACTER ON WHICH AD & SM MCLEAN'S PREMIUM QUALITY HAS BEEN BUILT.



MYRNIONG VINEYARD

The vineyard at Myrning is located an easy 50 minute drive from the heart of Melbourne, Victoria. It is our busiest cellar door and tourist outlet.



PERRICOOTA VINEYARDS

Perricoota is located in the southern corner of New South Wales, along the Victorian border at Echuca/Moama. A magnificent climate, along with suitable soils make this premium area our biggest region for production. AD&SM McLean are the biggest operators in Perricoota

HEATHCOTE & BENDIGO VINEYARDS

Famous for its high quality Shiraz and Cabernet Sauvignon grapes, our operations in Heathcote and Bendigo award us a boldness in fruit character the regions are renowned for.



OUR WINERY OPERATIONS

Our company has achieved recognition in the industry as a consistent, professional supplier supporting the wine making needs of some of the biggest names in the Australian wine industry.

Our key winemaking operations are in the Perricoota wine region located on the famous Murray River which divides Victoria from New South Wales. Operations here include a cellar door, 12 vineyards and our winery which can crush over 5,000 tonnes of fruit per season putting us in Australia's top 10% of wineries by volume. To maintain this status, we invest significantly in our operations ensuring we remain one of the most economical and efficient producers of quality Australian wine.

Our flexibility as a wine making facility means we also produce a range of hand-crafted, individualised wines to impress even the most experienced wine sommeliers.

OUR WINERY SPECIFICATIONS

- 4,500,000 L of fully insulated and refrigerated storage
- 50 tonne p/hr crusher
- 2 x 60 tonne Bucher pneumatic grape presses
- 50 tonne fully automated fermenters
- Fully equipped laboratory with the latest in analysis equipment
- Wine storage vessels from 1,500 L (2,000 bottles) to 100,000 L (133,000 bottles)
- 60 tonne weighbridge



OUR BUSINESS OPERATES ACROSS 9 SITES WITH OVER 4,000,000L OF WINE PRODUCTION PER YEAR. WE SUPPLY SOME OF AUSTRALIA'S LARGEST WINE BUSINESSES INCLUDING A NUMBER OF FAMOUS AUSTRALIAN & INTERNATIONAL WINE LABELS.



PRODUCTION FACILITIES

At AD & SM McLean we have been producing wine for export markets for over 12 years and understand the needs of many international buyers. Our experience in wine production means you benefit in almost all areas of your wine purchasing needs.

SMALL OR LARGE VOLUME PRODUCTION

On site we operate a highly flexible, small volume bottling line which is ideal for supporting our customers that demand more flexibility in their purchase requirements.

With run volumes from 200 to 2,000 cases, this line caters to buyers seeking flexibility in production.

Our off site bottling operations are significant and cater to the requirements of our larger domestic and international customers. Production runs over 2000 cases are run at our off site facility.

Both facilities have on site laboratories which ensure all production undergoes quality assurance testing before any production is released to our customers.

WE PRIDE OURSELVES ON OUR ABILITY TO SERVICE BOTH LARGE AND SMALL CUSTOMERS. AWARDING YOU THE FLEXIBILITY FOR SMALL VOLUME PRODUCTION, WHILE GUARANTEEING COST EFFICIENCIES TO OUR LARGE VOLUME BUYERS.





40 YEARS IN AUSTRALIA

AD & SM McLean has been hand crafting wines since our first vintage in 1976. With over 40 years of history here in Australia, our company has the experience, capacity and customer focus to support your wine requirements.



OUR EXPORT TEAM HAVE OVER
15 YEARS INTERNATIONAL TRADE
EXPERIENCE, SPEAK OVER 7
LANGUAGES AND ARE COMMITTED
TO SUPPORTING YOUR EXPORT
MARKETING PROGRAMS

EXPORT FOCUSED - CUSTOMER DRIVEN

We have been supplying wine to export markets for many years and understand the different needs of our international customers. Compliance with various importing standards, differing documentation requirements and the myriad of labelling protocols mean that we must work closely with our customers to guarantee fast, efficient and trouble free customs clearance.

Our export team will:

- Seek to understand your purchase requirements
- Present you with various wine styles and packaging options
- Guide you in your selection to help you meet your purchase goals
- Confirm your product specifications, key dates and documentation needs
- Draft an export contract confirming all sale details and responsibilities



DEDICATED EXPORT TEAM

The AD & SM McLean export team have over 15 years experience supporting the needs of international buyers.

We use the latest in ICC documentation formats to ensure consistency and continuity across your export documentation and understand the compliance requirements of many overseas markets.

We have a range of internal export processes from your evaluation to final document approvals, we work closely with you and your team to ensure your purchase experience is first class.

Our team speak over 7 languages including Mandarin, are culturally aware and understand that attention to detail is the difference between an excellent purchase experience and a difficult one.

INTERNATIONAL FREIGHT

International freight and logistics is also where the AD & SM McLean team excel. Our company has relationships with key international freight providers and will ensure your cargo moves as fast and efficiently as possible.



“Our 40 years in the business has taught us that through cooperation and partnership, the objectives of both supplier and importer can be achieved.”

RICHARD MCLEAN
CEO & Chief Winemaker

MARKETING SUPPORT

We are an organisation committed to supporting the development of our winery branded and co-branded products overseas. We understand the need to support your marketing efforts and offer a range of programs to support the brand's position.

We have been supplying wine to export markets for many years and understand that simply packaging wine here in Australia is only part of the work that is required. For us to be successful, we need to support your local marketing efforts.

Over the years, AD & SM McLean has undertaken a range of cooperative marketing programs with our partners overseas.

These have included:

DISTRIBUTOR INCENTIVES

- Australian winery visits for distributors with highest sales outcomes
- Bonuses for meeting sales targets
- Winery visit programs for top performing sales staff

IN MARKET TRAINING

- Wine presentations and appreciation sessions
- Staff training and education
- Trade show participation





OUR BRANDS



NAVARINO

Milestone



tatalia wines

BENARCA ESTATE

AWARDS



CONTACT US

export@stanneswinery.com.au

+61 3 5480 0099

www.stanneswinery.com.au



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