

Silver Wings Newsletter No. 3

It's been a while I know, but I haven't fallen off the edge of the earth. I went there & looked over, but it's a long way down and I didn't have a bungee cord – so it was safer to come back, and here is my news!

I have a new partner in life, one Cheryl T. Jones who is a Bio-Chemist and is very forgiving of my meagre scientific knowledge, but when applied to winemaking—she loves my wines! ... and from a small farm background, understands my work schedule. The 2007 drought vintage saw Vince's vines producing a tiny crop of sensational grapes – (25% of optimum crop) the heart breaking reality of life on the land., the best 'wine' years are completely unprofitable – how do you explain it to the Bank? Damn it's dry, in 25 yrs living in the Valley at Lancefield I have not seen anything remotely like this. Ten years of no Winter rain and then, no Spring or Summer rain either. It is too daunting to contemplate what cultural effects we may suffer if there is no continuity of rain this Winter & Spring. Lets hope the break continues – fingers crossed!

Some good news, after 25 years in the bush, I am heading back to the city. My new Cellar Door will open Oct. 2007 at 28 Munster Terrace, Nth Melbourne. to be precise (No Herman jokes please!)

This is my newest travel through space, my own warehouse large enough to carry on my Cellar Door activities on the very edge of the CBD..... No more excuses you lot! My wines will now be available for purchase with very little driving effort by comparison to previous venues. There will also be the opportunity to attend wine education programs, the occasional social event, browse my "Reserve Wines" collection of dutifully aged, old and interesting indulgences. In short, this will be a unique and fascinating place to visit, enjoy a chat & buy your wines.

Cheers, Keith



GALA OPENING (not Galah!)

**Sat. 6th & Sunday 7th Oct. at 28 Munster Tce Nth. Melb
10 am til 5 ish upstairs in the 'Art Deco' tasting room.**

Cheese & fresh bread available with tastings.

The **Vincenzo Old Vines** Mourvedre/ Shiraz, all three sparkling wines as well as some Cellar Reserve ex-Cleveland wines will be available to taste & purchase.

Please advise your attendance so we are organised to receive you.

Looking forward to enjoying your company,

Ph: 0407 291449

Melways. 2A. - E 10.

The Power of One More.

It's a 'new world' expectation that wines are un-blended varietals, a view supported strongly within the wine show systems, retail environments and the marketing programs of most Wineries and Corporations alike.

Why is it not so in Europe and slowly changing here?

Wine has been traded since early Sumerian (approx. 5000BC) & later Egyptian times & one concludes marketing in some form was also practiced. It may be debatable which is the oldest industry, winemaking or prostitution, although in the current market place, there is no question as to which is the most contrived, manipulated, and misrepresented to the consumer - the wine industry wins hands down (heads down may be more appropriate).

Greek and Roman wine trade was extensive in the ancient world, and laid the foundation of the 'old world' industry we know today and incidently, the trade barrier concept. However, because of the enormous number of native vinifera species existing around the Mediterranean trade routes, the origin of the wine became the identifying feature. When you add the factor of species migration & regional mutation through planting of seeds rather than cuttings, the varieties altered their characteristics depending on site, adding even greater emphasis to their winemaking origin - the first expression of 'terroir'.

So, why do new world wine drinkers want single varieties regardless of where they're grown? It's a very complex answer. Historically until recently in Australia, the marketing of wine was undertaken by association of flavour characteristics to wines from known areas in Europe, Burgundy, Chablis etc., eventually becoming household names for Australian wines made from a mixture of varieties. When the baby boomers reached their late teens, the Beer swilling hotels of the day became socially less appealing, and the wine boom began. Marketing to a more sophisticated audience became the catalyst for varietal identification of Australian wine in the realization that the market place could afford to buy real Chablis & real Burgundy or Hermitage (then our dollar bought ten French francs!) & the French resented the local copy-cats. Unfortunately this meant the demise of some of our best wines from that era, even 'Grange Hermitage' had to admit it contained a healthy whack of Cabernet Sauvignon most years and has progressively weaned itself off the 'Hermitage' nomenclature.

Today, there are more & more wines from blended varieties, some obvious others not, and as the developing sophistication & diversity of consumers demand more complex wines as in 'the old days', winemakers will travel the full circle and seek to obtain better balance & flavour combinations by blending varieties to enhance characteristics of other-wise, one dimensional products. Hence 'Vincenzo' allows me to utilize the mix of varieties in the old vineyard to the best advantage for overall flavour, length and complexity of my wine. Brave new world isn't it?

Cheers, Keith

Munster Class for Dummies

How many times have you got to hear the words ‘Master Class’ to realise it’s just another expensive gimic, hosted by some infamous celebrity .. another unknown yet-knowledgeable expert at fleecing the public?

Well quell your anxieties, Keith is to the rescue. I will be holding a wide variety of educational tasting classes and encouraging wine enthusiasts to form specialist tasting groups to explore greater horizons and perhaps ... even laugh & enjoy themselves!. Please contact me for further information regarding concepts for my great new venue.



My new Cellar Door in Munster Tce. ...I wish I wish I wish!

Wine Education Courses

‘The World of Wine’ a broad based informative course for the beginner and enthusiast alike where the methodology of wine tasting is linked to regional wine cultures and varieties from both Australia & overseas. Learn how to smell, taste, spit and more !!!!

**First course commences Nov. 12th 7:30p.m.—9:30p.p.m.
at Munster Tce. Nth Melb.**

Ph: 0407 291449 or email: silverwingskb@bigpond.com

Generation 'Y'

With media feeding frenzy on all things violent, one is bombarded with gloomy news & contrary opinion until the world seems mad – unless you turn off the T.V. & stop reading newspapers! Then suddenly you realise that things aren't so skewed & the sun is still shining, perhaps stronger than it should be – damn there it goes again, why can't we just be content?

I have heard & read many opinions of the 'now' or 'Y' generation that tend to make you concerned for the future of this planet, but I have good news! My recent re-entry into the Melbourne wine & food market has involved me with a lot of young sommeliers & restaurateurs, and I am refreshingly overwhelmed by their genuine enthusiasm and knowledge in their fields. The pretentiousness of many previous contacts of another era has been replaced with wine & food savvy individuals who hold the ability to assess the integrity of products without fear or favour.

Melbourne is a "happening city" to coin a phrase ... and it really is young, vibrant and a pleasure to be part of.

Keith



2005 Marquee Classic Riesling

Included in the Wine Spectator 2006 - Great Values List!

Tied for 11th best overall !

#1 - Highest Ranking Australian white wine!

#1 - Highest Ranking in the world at U.S.\$10 or less !!

~

N.B. Just some of the accolades received for wines I make for this U.S. label check out www.marquee.com for more.



What happens when the winery's full? ... just stick it all outside!

SPECIAL 'READERS' DOZEN

1 x Grand Reserve X.O. Brut	\$45
2 x 98er Brut	\$50
2 x 99er Rose Brut	\$50
3 x '04 Vincenzo Old Vines	\$75
2 x '99 Pinot Noir	\$105
2 x '98 'Minus Five' Cab./Merlot	\$50

(list price \$375 plus delivery)

*** For Total of \$300 incl. FREE delivery met. Areas. ***

The Thinking Man

I became a wine-maker because of a natural desire to work the land and produce wines of characters uniquely associated to that earth. I was never confused in creative desire to utilise wine-making techniques to enhance particular characteristics to create uniqueness in a product, which is known as 'Terroir' in Europe. My estate wines have therefore never been stylised within the spectrum of fashionable commercial tastes for that particular variety.

Followers of my wines for the past twenty five years, have grown to appreciate their individual vineyard characteristics. Most Australian wine is steadily being presented as 'just another commodity' by our Corporate giants, gaining an unenviable reputation amongst educated palates as "Cheap and Cheerful - but boring as hell!" to quote a recent U.K. article.

Unfortunately, I have to agree with them.

For years winemakers, judges and the media alike have been trained, educated, and inundated with Corporate wine styles so disproportionately, that anything else meets instant disapproval and condemnation. Most Australian wine drinkers today can no longer afford the great wines of Europe or even the second tier, and are consequently insular in appreciating flavour characteristics different to Australia's stereotyped wine styles.

In the Show system, many of my greatest wines were only recognized as such when International judges were involved in their assessment and, with results announced, met a wall of silence by the Australian wine media, fortunately not with touring foreign journalists. Depressing as that is, there was none worse than the condemnation received once whilst presenting my wine to a leading sommelier from another era "You know you're problem Keith ... you make wine for the thinking man!" enunciating my commercial death sentence, he de-listed my products from his restaurant. Their clientele clearly had too few 'thinking people'.

It's not that I can't make commercial styles – far from it. My International consultancy requires me to blend wines to a consistent quality at popular price points and because of their individuality they gain higher ratings than competing Corporate giants eg. rated 'Best Wine in the World under \$10 U.S.'...I just get bored if I have to drink them all the time. Nothing excites my palate more than the anticipation of a great tannin or acid structure holding back brooding fruit complexities in wine, you can smell the intensity before it gets anywhere near your mouth. I can't imagine how awful it must be to assess hundreds of these boring wine 'show twins' in the judging scenario, let alone attempt to consume them afterward with exciting cuisine.

So, when you match my wines to food, revel in the depths of creation from those gnarled & twisted old trunks, guided by my hands.

Keith



ABOVE
Vincenzo's factory



RIGHT
Tuscan landscape
in Autumn ... find
the biggest sod!

The Wines

Silver Wings 1993 Grand Reserve X.O. Brut *Sparkling Macedon*

Colour: Straw/Gold with a persistent fine bead and mousse

Bouquet: Elegant, complex citrus & nougat, & fine yeast overtones add richness.

Palate: Remarkable freshness leads great complexity & exceptional balance.

Silver Wings 98er Brut *Sparkling Macedon*

Colour: Straw/Gold with a persistent fine bead and mousse

Bouquet: Complex lees & citrus with overlying yeast “Breadiness”

Palate: Fresh effervescence and yeast add to a rich, complex palate with balanced fresh acidity giving an overriding elegance and finesse

Silver Wings Rose Brut N.V. *Sparkling Macedon Noir*.

Colour: Soft Salmon Pink.

Bouquet: Developed complex, aged Chardonnay and 'Spicy' Pinot character with balanced yeastiness.

Palate: Fresh, lively effervescence with a rich middle palate showing clean and spicy fruit in a zesty finish.

Silver Wings 2004 Vincenzo Old Vines.

Harvest:

Shiraz (40%) 2nd. April 2004, pressed off skins on 15/ 4/ 04 and racked to a mix of mostly 2 y.o American and some new French oak barriques.

Mourvedre(60%)

30th May 2004, pressed off skins 14/ 06/ 04 and racked to mainly new French & Hungarian oak barriques until blending with the Shiraz, minimal filtration and bottling on 04 / 07 / 05.

Analysis:- Alc.13.5% vol., pH 3.36, T/a 6.7g/lt.

Colour: Deep blackish purple.

Bouquet: Deep blackberry fruit and ‘smokey’ sweet oak characters with tannic / earthy undertones.

Palate: Rich berry fruits lead the way to broad earthy characters with hints of Mocca. There is a concentration of mouth filling, spicy fruit characters which are balanced by fine drying tannins leaving a great length of finish. This wine has lovely balance now but is destined to improve for many years if cellared correctly.

This is the first release under the Silver Wings label from fruit sourced from the late Vincenzo Conte’s old block in the Shapparton area of Central Victoria. The vineyard consists of plantings approx. 60% Mourvedre and the balance Shiraz from the early nineteen sixties and the gnarled, fully mature vines show a natural suitability to the rugged soils and warm climate. This deep and earthy wine shows the benefits of blending both varieties as done in Southern France and the Rhone Valley, offering spicy rich fruit overlaying deep tannic complexities and great balance.

