

## Silver Wings Newsletter No. 5 June '09

Yes, it's that time again. Vintage is over, the shadows grow longer and nights colder and still no rain (maybe this year!!). As winter settles in, thoughts naturally turn to fireplaces and the warmth of red wine with the evening meal—and do I have some red wine! The new release Old Vines Mourvedre/ Shiraz is a stunning example of this blend. Rich in flavour and long in palate it is a delight with winter casseroles, roasts and hearty foods, come and taste for yourselves over our Annual open weekend Sat 18th & Sun 19th July next. For those who can't make the tasting, please contact me regarding the 3 bottle 'Taste Pack' option, so at least you can experience a limited yet private sampling of my wine offerings. Since my last news, I journeyed through the U.S. and Europe on sales and then research respectively and include some tales of my experiences within, so please read on.

### **ANNUAL OPEN WEEKEND at 28 Munster Terrace.**

**Sat. 18th and Sun.19th July  
10 a.m til 5 p.m.**

**New Release 2006 'Vincenzo Old Vines'** will be open for the first tasting -plus all my Sparklers including the X.O. Grande Reserve and many other exclusive wines, both aged and current release! Cheese & bread will be available with tastings, so please bring some friends to join the fun.

**Melways 2A. E10 - Ph: 9329 8161— M: 0407 291449**

### **Big Changes to my Newsletter Format**

As you will now have realized, after 19 years my Newsletter is no longer being mailed to you in hard copy . Due to the very different market environment of today and the Global Economic Conditions (yes, borrowed from Wayne Swann) I can no longer afford the luxury of print/ post. There are also fundamental changes in my core business, so Public open days are fewer than ever before.

Please take advantage of the opportunity to visit and taste my rare and exciting wines over the weekend and stay in touch at a personal level, I look forward to welcoming you to my Cellar Door.

If you cannot make this date, please contact me for a private tasting at some other time that suits, however my rarest wines are only available to taste over this one weekend each year.

## FASHION TRAGICS & the ABC.

All of us are effected to some degree or another by fashion. With regard to clothes, being out of fashion long enough to eventually be seen as fashionable seems my speciality, although I am still waiting for recognition. Changing fashion in wine consumption habits annoy me, as I can't understand the desire to be seen doing something with wine or food, that is not related purely to enhancing the enjoyment of dining. On average it takes ten years for a high quality vineyard to produce it's first great wine, so there are catastrophic effects if that wine cannot then be sold, purely because of a fashion trend in our heavily conjugated market place and manipulated distribution channels. Hence the current dilemma for Australia's Chardonnay producers and the **Anything But Chardonnay** mind-set.

For too long Australia's wine corporations pushed hot climate Char'nay which was over-ripe, over-oaked, alcoholic 'Bombs' that destroyed the integrity of what can be one of the world's greatest food wines. Now the fashion tide has turned and 'Char'nay' has been replaced with 'Savybonc' as the wine of choice by the greater manipulated public. The next corporate conjuring act on the horizon is 'Pino Grissio' and it's a very handy substitute for the non-discerning . A variety that grows like a weed, capable of carrying enormous crop loads, and ripening it regardless – even if it does taste like alcoholic water (Grino Pissio). In fact, if you mixed all of them together I'm sure it would taste just like the 'Dry White' blends of the Riverland general purpose grape mixes of old. So one may ask, what has all the fuss been about these last 25 years? We really haven't come very far have we? Well, in fact we have. We have lived through the growth of pioneering exploration of marginal vineyard sites in pursuit of excitingly different wines, with true identity of 'terroir'. We have lived through the evolution of great quality cool climate wines presented with a virtual revolution on food styles from our migrant influences that made Melbourne one of the greatest gourmet capitals of the world. So what happened?

Marketing is what happened. Somehow the Australian public has become content with being told what's good for them through the media. As one of the original skeptics, I find it incomprehensible that underpants are worn outside so you can see the 'Brand' or bare mid-rifted women sit on snow ski lifts and rocket down slopes with frozen navels & kidneys as brittle as blue glass, all in the name of fashion. When did our independence of thought and cynicism toward authority become replaced with the desire to be 'seen in the latest brand'? As a nation we seem to collectively amount to little more than a multinational Corporate sociological experiment.

(Cont. P3)

Yet there is a faint murmur of discontent, the occasional questioning and even non believing glance at the latest advertorial. Perhaps it's the collapse of the world wide 'pass the parcel' game of Corporate Financiers ... somebody dared to open the parcel & look inside!

Perhaps some of the younger people have grown tired of spending their entire lives in front of a little electronic box of horror in the format of television sets. Or is it a timeless reality that a percentage of people question the direction of society and begin to seek knowledge and integrity through their own experiences?

If so, then high quality Chardonnay is due for a comeback and none too soon, as I am just about to recommence production from a high altitude (650m)mature vineyard at Mount Monument, back in the Macedon Ranges. And to show the potential and style of Chardonnay from that region, on Sunday I will be opening a selection of aged wines from various makers including my self, dating from 1988 and as you would expect there are some remarkable wines among them!

So stay in touch and re-discover some of the Great Wines of the World.  
Cheers, Keith



Once again feeling at home in Meursault with the Bouzereau family at vintage

## Old World - New Fashions

(A journey to my Mecca)

During my European adventure last year I journeyed to France to revisit friends in Burgundy. After a refreshing visit to some of the hallowed grounds of Pinot Noir I followed a new course of destiny to the Northern Italian region of Piedmont to research and discover all I could about the variety Nebbiolo. The regions of Barolo & Barbaresco are where it performs best and they have become one of my most sought after wine styles to complement dining. Wonderful tannin structure and length is driving the appeal of these wines for me, and I was determined to uncover their secrets.

As suspected, viticultural excellence once again dictates the quality of wine that a maker can produce, and no more graphically displayed than in Piedmont. The first lesson is that not all Barolo's and Barbaresco's are great wines, many hold an ordinary commercial blandness that permeates our Australian examples of this variety. Excess crop loads lead to poor quality wine in many varieties and Nebbiolo particularly so, much the same as Pinot Noir. Where the viticulture excels – so does the produce. I walked and crawled a significant number of vineyards in this wonderful region and concluded that in the best sites, there are no viticultural practices on earth that are better, nor more intense. These vineyards guided by experienced hands make the best examples and are highly prized and priced accordingly but worth the effort to secure, however the maker and site are critical to your enjoyment of the product, which reminds me of the old saying “all that glitters is not gold!”

There is a tendency for some producers to begin to modify their wines to suit the ‘current drinking’ market place and are refining the gripping tannins that have made this variety and region famous. The economic pressure to commercialise produce is ever present and the larger the companies become, the greater the influence of their accountants. Beware of the insipid versions of these wines beginning to enter the market, as they are priced to capitalize on the quality of the best producers and ultimately will destroy their prestigious position if they are successful. Much the same as our Corporations have destroyed the quality image of Australian wine in most markets. But when you find the highest quality produce that is tempered from those hills, the impression lasts a life time. The old traditional style that has become unfashionable in recent years, is still what I prefer because the complexities are profound. The tannic grip only softens after years in oak and then 10 - 20 or more years in bottle and provides the backbone to build flavour nuances upon, and flesh out the palate so that the long cellar journey is the wines’ great appeal. Hence these wines are not for the fashionable, fickle or faint hearted drinker.

Cheers, Keith.



**Our apartment in Castiglione Falletto (below) and the the view to Barolo and La Morra from the windows.**





~ORDER FORM ~  
**Silver Wings Premium Wines**

*Detailed tasting notes on website - THE WINES*

**Dozen (mixed or straight) lots only delivered**

(Price: single bottle/dozen)

	Bottles	Dozens	Total \$
1993 Grand Reserve Brut X.O. (\$50/ \$600)	...../...../.....		
'98er Brut <i>Macedon</i> (\$27/ \$324)	...../...../.....		
N.V. Brut Rose <i>Macedon Noir</i> (\$25/ \$300)	...../...../.....		
2006 <i>Vincenzo's Old Vines Mourvedre/ Shiraz</i> (\$27/\$324)	...../...../.....		
2005 <i>Vincenzo's Old Vines Mourvedre/ Shiraz</i> (\$27/\$324)	...../...../.....		
1999 Pinot Noir <i>The Winemakers Alms</i> (\$45/\$540)	...../...../.....		
1998 Cab. /Merlot <i>Minus Five</i> (\$25/\$300)	...../...../.....		
2001 Pinot Gris 375ml.(\$8/ \$96)	...../...../.....		

**Cleanskins:**

2007 Riesling Great Southern W.A. (\$10/ \$120)	...../...../.....		
2001 Chardonnay Macedon Ranges (\$8/ \$96)	...../...../.....		
2001 Rose Macedon Ranges (\$6/ \$72)	...../...../.....		
2006 Grenache Shiraz Mourvedre Clare/ Vic (\$10/ \$120)	...../...../.....		
2001 Pinot Noir Macedon Ranges (\$8/ \$96)	...../...../.....		

\*Plus delivery cost (see below) \$.....

\*Optional insurance (see below) \$.....

\*3 bott. x tasting pack(see '09 News P.9) ..... x \$ 85.00 each

**Total \$.....**

**PAYMENT ENCLOSED: CHQ//MC/VISA**

Credit Card No.....exp.date...../.....

NAME.....

Address.....

..... Postcode.....

Phone (BH).....(AH).....

Email:.....

Special Delivery Instructions:

.....

**FREIGHT RATES (Free for 2+ cases to same address)**

MELBOURNE \$5.00 per case VIC COUNTRY \$9.00 per case

INTERSTATE \$12.00 per case PERTH, WA \$20.00 per case

\*INSURANCE: Victoria \$7.00 All other States \$10.00

(Covers any breakages during transit. Silver Wings takes no responsibility for breakages during transit of uninsured wine)

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## Dedicated Followers of Fashion

Last Autumn 2008 France & Italy had beautiful weather, temperatures in the mid- 20's and rarely a cloud in the sky and during our stay in Piedmont, we spent a day wandering the city of Turin. There is a lot to discover in these parts so a day is not nearly enough, but it did illuminate some interesting local habits. Nearby Milan is the hub of Italy's fashion scene so even more than elsewhere, dressing to be seen is an overt conscious decision. Not for me – wonderful weather means shorts, T shirt and sandals! Whilst walking the promenade along the river Po, soaking up the sunshine with just sufficient breeze to remain comfortable, I began to notice that 'turn of season' means change of clothing for the locals, regardless of the conditions. Winter fashion was 'in' and all were dressed accordingly – ladies wore full length leather boots, smart heavy knitted suits covered with long winter coats, men were equally garbed to the hilt. Shirt and tie, three piece suits overlaid with coats and jackets of all description and of course much of it leather. But hadn't anyone realized it was sunny and 27C ? An apparently unimportant fact in the scheme of things. We mused to ourselves time and again after passing another sweating group, that body odour must always be 'in' for the fashionable.

Below: The disappearing citadel township of Civita



## **GOOD NEWS FOR INTERSTATE WINE ENTHUSIASTS**

For the first time I will be making a **three x 750ml bottle Taste Pack** of my new release premium wines available for you to sample.

### **Each 3 pack will contain:-**

1 x 2006 Vincenzo's Old Vines Mourvedre/ Shiraz

1 x recently disgorged '98 *Macedon* Brut

1 x second disgorging '99 *Macedon* Brut Rose

Detailed tasting notes for each wine and recommended food matches.

List price: \$79

(plus postage \$12 (Sydney, Brisbane, Adelaide) plus \$10 insurance)

Total \$101

**offered at**

**Great Value for \$85 fully insured.**

Refer to Order Form P.5.

## **The Health and Wine Debate**

What a pity it is to see our Federal Government Health Agency lose its independence and become mere tools for propaganda from politically powerful pressure groups. Their recent declaration of what is safe for consumption of alcohol is in direct conflict with the continually emerging statistics and research findings that moderate wine consumption is beneficial to your health in reducing all cause mortality and both mental and physical degeneration with age. However there is a great difference in benefits between wine and other forms of alcohol. Beer more than spirits can reduce Cardiovascular disease but does not reduce all cause mortality, as does wine consumption. So why don't you hear about this accurately .. the truth is in the detail, and the detail is well covered. Often by those you may think would benefit by its exposure, but just look at the statistics in a broad sense. At present we produce around 4% of the Worlds wine and 20 years ago, half that or less. Despite this, Australia's big four Corporations became the largest wine producers on earth. Since the 1980's these companies have been swallowed into the massive Global Beer and Spirits Corporations who control world distribution of many alcoholic products, in which wine is a marginal contributor to their profitability. So, the most powerful lobbyists in the Australian Alcohol Industry are pushing a very different barrow to your local wine-maker with his farm grown produce. There is so much scientific research over the past 60 years supporting wine's health benefits that to make sense of it, you need a place to start.

Try '**The Wine Diet**' a book by U.K. researcher **Roger Corder**  
Published by Sphere.

## **In, Under and Over New York**

New York is many things to many people, often held in a mixture of fear of the unknown threats and the appeal of most of the world's great art collections, museums and theatre. However my visits there have not been as a tourist, one morning free of work in a total of eighteen days in that city, has not allowed sufficient time for those pursuits. Plying my wares to the wine outlets across the city has allowed a different insight to many of the facets of life there, and pairing with a variety of sales people has offered some interesting relationships and none more so than two days with 'Mini'.

Mini has had several husbands, all wealthy and divorce has meant considerable financial gain, and she lives in one of that City's most prestigious addresses. Even in her late 50's she still attracts the looks by passing males that younger women envy, and clearly stunning in her youth. Her slender frame is supported by the stiletto heeled fine shoes most women struggle to walk in comfortably, let alone on the uneven pavements of New York. A sharpened sense of awareness is required for negotiating many of the footpath obstacles along the roads of these Boroughs, from protruding manhole covers to gaping holes and broken concrete, it can present a veritable minefield – but not for Mini. To my constant amazement she gracefully hopped, skipped and jumped in her skin tight dress across all manner of dangerous pedestrian obstacles, blocked drains from the heavy rain, uneven concrete pavement stones, broken curbing and effortlessly dodging the missile like Yellow Cabs. And she could sell wine! "This girl has potential" I thought as she once again closed a sale with Doberman like intensity upon some reluctant wholesaler and then immediately phoned the order in their presence, so I began to enjoy the chase. The second day was arranged to meet in West Manhattan, I confidently offered to meet her outside the address closest to the nearest subway station. This unfolded to become a disastrous decision, leaving my impoverished rented apartment early, I strolled to the nearest station to find it un-manned and no maps available. I could see a whole stack of them in the locked office, so I decided to buy an automated ticket and travel in the desired direction until I could find an open office. After reaching the first level, I began to doubt the wisdom of my choice, but relying upon logic I decided the West Manhattan being very up-market, was UPTOWN and boarded the relevant train. The further I travelled the fewer station names I recognized. Disembarking several times and seeking a manned office proved unsuccessful, so on I careered through the tunnels of outer New York. After asking directions from several busy commuters I began to realize the error of my logic .. UPTOWN is actually fiscal 'downtown' and DOWNTOWN is fiscal 'uptown'! so number 1 Broadway may have the highest attainable social profile, but it is the lowest number – hence DOWN-TOWN!! 'Bugger me' I thought, 'bloody Billy Joel has a lot to answer for' his UPTOWN GIRL was actually a downtown dolly, it puts him in a totally new

light. Poor Christie Brinkley, all this time I thought she was a spoiled rich girl, now I realize she must have been a hard working UPTOWN 'Bronx gal'. This explains why they don't have roundabouts in the streets, they may become overbouts or even underbouts – can you imagine the confusion? All this, coupled with the failure of my new mobile phone caused me to be horribly late for perhaps the most important of Mini's clients. Tail between my legs, I slinked along the pavement in her wake until rain forced me under her umbrella and she accepted my apologies. Just when you think the worst of some place in America, there is always something that turns you around. Later, three hours before my flight to France and walking from my last appointment with a retailer under the Brooklyn Bridge, I found a note on the car window. Someone had found my wallet on the street next to the car door where it must have fallen from my jacket. After an urgent phone call to my good Samaritan, a hurried journey to their apartment to collect my intact wallet with all my cards and their refusal of a reward, I departed New York exhausted from the bustle and highly mixed emotions that every visit to the U.S. seems to inspire.



### **The Broadway Market Bull**

Note Japanese Investor 'Testing the Metal' outside the New York Stock Exchange  
(I assume seeing whether it still had the balls to recover).

