

## Woody Nook Celebrates its 25th Anniversary Year!!

In 1982 the Gallagher family planted the first vines at Woody Nook and increased the vineyard size to 18 acres over a decade. My husband Peter and I, together with Neil Gallagher (Jeff and Win's son) have owned Woody Nook for almost seven years now and have proudly told you about our new winery, kitchen alfresco dining area and gallery tasting room in previous newsletters.

Our most exciting news to date, however, is undoubtedly what is taking place during this our 25th Anniversary year – the expansion of the vineyard itself. Yes, finally, approval was obtained for the subdivision of our neighbour's property and 50 acres became ours late last year. Now with the go-ahead from the Shire of Busselton and Department of Environment and Conservation, construction of our dam has commenced and we should be planting our new vines on approximately 20 acres later in the year. I will leave Neil to tell you about the varieties on our shopping list.



*Dam wall in the making*

### Notes from Neil



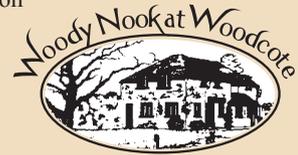
### Spanish Varietals For 'The New Block'

We still haven't decided what to call our new vineyard. We purchased the land from our next door neighbour to the west of Woody Nook and as these 50 acres have been amalgamated with our own title, we don't feel it should be given a name that sounds too separate from the original one. We will probably simply refer to them as A & B Blocks, Old and New or I and

II but whatever we decide, the new one needs to know what a painful 'birth' it had! A two year 'gestation' period, fraught with delays in the various governmental processes, has finally resulted in our dam taking shape and plans being made to purchase the posts, trellising, fencing, native plants and trees for the revegetation programme etc. etc It has been an enormous and arduous project for us to date and the most important aspect – which varieties of grape to plant – is also proving quite a daunting task, with limited availability of some of the cuttings we have decided to plant, namely Tempranillo and Graciano (reds) and Alberino (white), all

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Another very thrilling event occurred on September 7 last year when Woody Nook at Woodcote was officially opened – our very own restaurant in the village of Woodcote in Oxfordshire, England, serving 'international cuisine with an Australian flair' and of course the whole range of Woody Nook wines. The back page describes the restaurant and several photos show what an attractive place it is. We do hope, you, your family and



friends will pay a visit if you are ever in that part of England. It is only an hour's drive west of London, just north of Reading and the M4 motorway.

I try and think of a different way of saying this for every newsletter, but it is difficult

when the wishes are the same every time – thank you all for your continued support and I hope you enjoy reading our bits and pieces of news!

*Jane Bailey*

Spanish, varieties suited to our soil and climate and becoming increasingly more popular in this country as well as overseas. Due to the success of our Kelly's Farewell Semillon Sauvignon Blanc we will plant more of both of those varieties, plus more Merlot as again our Cabernet Merlot has been the more popular blend of our Killdog Creek series. Both of these wines are the 'house wines' in the UK restaurant – far too good for that purpose really but Jane and Peter tell me that customers are appreciating the improvement in quality on the cheap European wine that was served as house wine under the previous ownership. So, it will be four or five years until we know whether we made wise choices on our vineyard plan but our fingers are crossed that our customers will want to enjoy a greater selection of less common but excellent wine varieties in 2012



*The 'ripped' new vineyard*

*Neil Gallagher*

### New Export Markets

Since our last newsletter was produced we are pleased to report that we have sent shipments of wine to Malaysia, Bermuda and China, with a second, larger order about to leave for Bermuda and another in the pipeline for our customer in China.

### Sales & Administration Manager

We say 'au revoir' to Karen Crawford, our Sales and Administration Manager, who is leaving Woody Nook after ten years of dedicated service. We are extremely sorry to see Karen go, but understand her desire to have a complete change of job and location for a few years. She worked tirelessly for Woody Nook and a company could not wish for a more loyal, honest and hard-working employee. We shall miss her a lot and know that many many customers, both those who visit our cellar door and those in the retail and restaurant trade, will join us in wishing her every success and happiness in the future.



### Assistant Winemaker

Michael Brophy has recently completed his degree in oenology at Curtin University's Margaret River campus, but comes to us with many other qualifications and a varied background. Some of his experience includes lecturing to MBA students for the University of Western Australia both in Perth and several Asian countries; patenting agricultural inventions; marketing; restaurant ownership; and farming (including viticulture) all of which will make him a most versatile and valuable member of our team. How lucky can we be, but watch out Michael, we will be keeping you extremely busy!



### CellarHand / Vineyard Hand

Jaime Basile has been with us for a year and has recently been confirmed into the above position in a permanent capacity. Jaime has also had an interesting career before Woody Nook, most recently as a skipper in the pearl and fishing industries. His original trade was that of a butcher. He is also an experienced stonemason. We will certainly find ways to put many of Jaime's skills to good use!



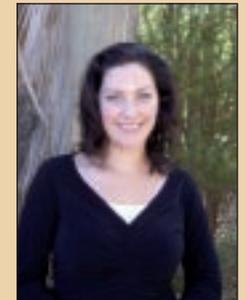
### Sales & Cellar Door Manager

Jude Barry, who has been part of the Woody Nook family for eight years, has been promoted, adding overall responsibility for Sales to that for the Cellar Door and Gift Shop. Congratulations Jude, who, we all know, will do an excellent job in fulfilling her new role. What she might not realise is that she is only receiving her payrise because she has promised to put her recently acquired massaging skills into practice on her colleagues!!



### Bookkeeper / Admin Assistant

With Karen's departure it was decided that we needed to find a dedicated office person who could devote all of his or her time to answering the phones and keeping MYOB and all associated work up to date, without having to constantly step out to help at cellar door. This decision resulted in Amanda Birss being appointed as our Bookkeeper/Admin Assistant. Although we will be trying to keep her chained to her desk, she does have cellar door experience too, so will be able to help out there as and when the need arises!



### Cellar Door Team Members

We are fortunate that the number of visitors to our cellar door has increased greatly during the past year and we have reached the point of needing more staff on a daily basis. Consequently two more cellar door team members have joined us, Deb Gallagher (wife of our winemaker/viticulturist) and Jason Macfarlane. A warm welcome to both!



## The Nookery Café

Debbie Babb has done such a good job as lessee of our Nookery Café that she has become totally exhausted – having only been able to take a couple of days off in the past year! Debbie certainly deserves her well-earned rest, but we are all very sad to see her go. We thank her most sincerely for establishing a reputation that has brought so many customers down Woody Nook's drive and wish her good health and much prosperity in whatever ventures she undertakes in the future. After much deliberation, we have decided not to re-lease the Café, but to take on the management role ourselves. To this end we have employed a Chef, Karl Brunke, who is well known in the area and just happens to be the husband of Glenda, Debbie's previous business partner. Karl has been busy co-ordinating the changeover. Several new staff members will join Debbie's current kitchen and serving team. We can assure everyone that we do not intend to allow the standard of excellence to fall in any way and you can expect the same delicious food, quick service and reasonable prices when the changeover occurs in April.



The entire 2003 vintage of Cabernet Sauvignon is to be sold as unlabelled 'cleanskins'. This is a 'first' for Woody Nook and a decision which was not made lightly. The reason is to make way as quickly as possible for the release of the multi-award winning 2004 vintage, described on page 3, especially as the 2005 vintage is already giving indications that it will be a big prize winner also and will be ready to follow on as soon as we wish it to. The 2003 vintage does not have the same magical qualities as its two successors, but is certainly worth \$120/case. It has an appealing nose of cloves and juniper berries, a spiciness which carries over to the mid-palate and there enhanced by plum and dark chocolate flavours.

CABERNET SAUVIGNON  
2003, to be known as  
simply CS which stands for:

Cabernet Sauvignon

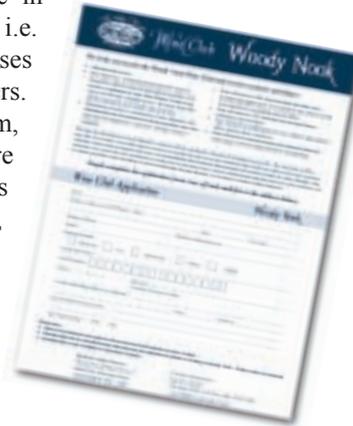
Clean Skins

Clearance Sale

Case Sales only

We are now in the third year of our Wine Club's existence and membership is growing steadily. As there is no cost involved in joining and the only commitment is to receive four shipments a year of \$70 worth of wine (or less), including the freight charge, it is a very worthwhile step to take for anyone buying our wines regularly due to the increase in discounts enjoyed i.e. 15% on case purchases and 10% on all others. An application form, together with more details of the benefits of our Wine Club, can be found on our website.

*Jude Barry*  
Sales & Cellar  
Door Manager



## Gallery 'Tasting Room'



Our new tasting room has been used several times for business meetings and we hope its popularity for such occasions will increase as its suitability and enjoyability spreads by word of mouth! We have a wall mounted plasma TV that now has its own satellite dish so not only can we use the TV for showing our inhouse DVD but also e.g. the cricket, football and tennis. So, you don't have to be a 'couch potato' when you come down to Margaret River during your favourite sport's season – come along and enjoy some wine-tasting and lunch at Woody Nook knowing you can keep up with the game here! The room is also available for private wine tastings and tour groups, with 'Tastings and Tea' and 'Tastings and Lunch' packages a great option.

## Vintemp Infra-red Wine Thermometer.



The latest and most exciting addition to our Gift Shop is the Vintemp wine thermometer which uses infra-red technology to measure the temperature of wine inside a bottle. At the time of writing, Woody Nook is the only company in Australia selling these really useful gadgets, a MUST for the serious wine lover

as it does ensure that a bottle of red, white or rose wine, port or champagne is enjoyed at its optimum temperature. At our (unairconditioned) cellar door this summer, the thermometer has reminded us how often our red wines need to be taken from the counter and put in a cooler place; also how our white wines are often too chilled first thing in the morning when we bring them out of the refrigerator for tasting. The thermometer comes neatly packaged and is available through our website's gift shop page or by phoning, emailing or faxing us at the winery. The shipping cost is the same whether you order one, two or three thermometers!



*Jude Barry*  
Sales & Cellar Door Manager

## New Importer for Woody Nook Wines in the USA

With my husband Peter's intended retirement from his 'day job' in February and our return to Western Australia by the end of 2007, it was necessary, at the end of last year, for us to begin the search to find a US importer/distributor of our wines, the role that I had fulfilled for the past few years. It was therefore incredibly fortunate and a lucky coincidence that we learned almost immediately of a company in North Carolina – with

an office and warehouse just a few miles from our own home and storage unit – that had the name of ..... Margaret River Wines LLC!! It's proprietor, Gordon Hoffmann, had discovered this region on a visit twelve months earlier and was already importing

half a dozen brands. After tasting the five Woody Nook wines we have in the USA – Cabernet Sauvignon, Shiraz, Sauvignon Blanc, Chenin Blanc and Velvet Rose, he decided, without hesitation, to include us in his portfolio! We now look forward to our wines being taken on board by Gordon's network of distributors in several other states of the US in the next twelve months.

*Jane Bailey*



Jane and I became the proud new owners of an attractive restaurant in the village of Woodcote, Oxfordshire in August last year. Formerly a gourmet French bistro called 'Ricci's on the Green', Woody Nook at Woodcote is situated west of London, just 20 minutes north of the M4 motorway, not far from Reading, Henley-on-Thames and Oxford.

We were thrilled to find a restaurant with the same rustic charm that characterizes our Margaret River property! Following some redecoration work and the renovation of the bar area using barrels and jarrah sent from the winery in WA, 'Woody Nook at Woodcote' opened on September 7 and aims to build on its predecessor's reputation for a high standard of food, wine and friendly service.

Our main objective for this investment was to have a showcase for our wines and to generate increased sales of our wines in the UK. We have an 'off premise' licence that allows us to sell them wholesale and through our website and by mail order in addition to our restaurant customers. However, the bonus is that there is a very comfortable flat above the restaurant with plenty of room for visiting friends and family. There are also two en-suited guest rooms so if you are touring England, this would make a great little spot to stay before or after taking in the sights of e.g. Oxford, the Cotswolds and Bath - £60 a night for bed and breakfast.

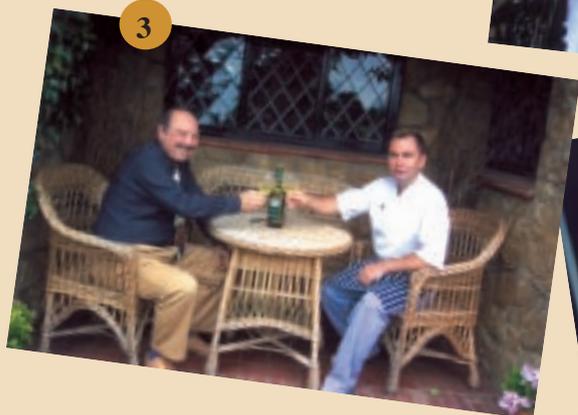
We do have a separate website for the restaurant at [www.woodynookatwoodcote.co.uk](http://www.woodynookatwoodcote.co.uk) if you care to take a peek at our menus and more photos.

*Peter Bailey*

### Woody Nook's 2004 Cabernet Sauvignon and 2004 Shiraz both won gold at the Small Vigneron Awards in 2006.

It was certainly a thrill when the phone calls started arriving! Other local winemakers heard or read the news before Neil did and were quick to ring and congratulate him on taking out the top honours for both of the red wines that we had entered in the Winewise Small Vignerons Awards in Sydney late last year. James Halliday was one of the three judge panel who said the following about the "Highly Recommended" Shiraz: "The nose is particularly attractive, combining whiffs of blackberry, licorice and spice. Following on from the bouquet the palate is equally impressive - long, powerful and balanced. Woody Nook has a proud record in the Small Vigneron Awards and once again performs well. "Excellent Value". Of the Cabernet Sauvignon, the judges said "This wine shows a range of classic cabernet sauvignon characteristics from cassis and tobacco right through to a suggestion of leaf. The palate is particularly long and the tannins are fine-grained. Very stylish. Highly Recommended. Excellent Value". Howzat for fine accolades!

We will be releasing the Cabernet Sauvignon in May 2007 and the Shiraz during 2008. If we do not have your email address, please send it to us so that you can be one of the first to know when they are available.



#### Photos:

1. The bar area showing the jarrah counter top and barrels sent from the winery.
2. Interior of the restaurant.
3. Enjoying a glass of Woody Nook Wines - Manager Michel Rosso and Head Chef Stuart Shepherd.
4. The view of the village green from Woody Nook at Woodcote.