

Hey!

That means 'hi' or 'g'day' in North Carolina, a greeting that I have not adopted successfully as it still sounds more like a reprimand whatever tone of voice I use. However, I guess (now there's one expression that I have picked up) that will be one of many fond memories we will have of the thirteen years that we have spent living in the USA. By early 2007 Peter hopes to have extricated himself from his business there and we'll be setting our sights on moving back to Australia. As I write this I am coming to the end of my annual four month visit to Woody Nook and it becomes more and more difficult to leave. From a management aspect, my being the other side of the world in the intervening period is barely noticeable due to modern technology (and our wonderful team), but on a personal level, I leave my heart behind each time and that's hard!

One consolation is that it does make sense for us to establish a wider market for our wines in the USA whilst we have the advantage of being resident there and so I will once again be devoting my efforts to this purpose for the next twelve months or so. Besides federal regulations and procedures, every state

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has its own alcoholic beverage rules and costs associated with importation and distribution permits, bonds, label approvals etc. etc. so the task is a bureaucratic nightmare, especially when you are a 'one man show'.

During my stay at the winery through this summer of 2006 it has been so exciting to realise that we are seeing a large increase in the number of visitors to our Cellar Door. Thank you so much to everyone whether it was your first journey down our drive this year or another in a long line of visits. The reputation of our Nookery Café is certainly spreading far and wide and we are so grateful to Debbie Babb and Glenda Brunke for the superb job they have done as our lessees for the past three years.

Neil continues to produce wonderful wines. Recently a wine writer who visited Woody Nook described our red wines as being 'twice as good as many wines being sold at twice the price'. Thank you all for your continued support and I hope you enjoy reading our bits and pieces of news

Jane Bailey

Notes from Neil



As I write this we are at the end of an unusual summer here in the Margaret River region. There has been a lot more rain this season and a considerably cooler one with only very short and infrequent spells of hot sunny days. It will be interesting to see what tonnages we get and how the slower ripening of the grapes will change the characteristics of the wines. We will be picking them about three to four weeks later than ever before so only time will tell the consequences of this climatic change.

We are purchasing 8 tonnes of Chardonnay grapes this year. We do have our own small parcel of Chardonnay, which is fermented in oak and added to our Kelly's Farewell Semillon/Sauvignon Blanc blend for complexity. However, Cellar Door customers frequently ask if we make a Chardonnay, so we decided it was time to make one and, if popular, it would help us to decide how

much to plant in our new vineyard next year.

Our 2002 reds will have all been released by the time you read this. Our 'Gallagher's Choice' Cabernet Sauvignon and 'Killdog Creek' Cabernet Merlot and Cabernet Shiraz have been available for some time but our Shiraz and Merlot single varietal, estate grown main label varietals are being released on March 1, 2006, both, in my humble opinion, extremely well-tasting right now, but as always, recommended for cellaring for up to five more years.

Neil Gallagher



Chenin Blanc takes top honours for the fifth successive year.



Last September saw Woody Nook's Chenin Blanc 2005 win 'Best in Class' for the fifth year in a row at the Perth Royal Wine Show.

Our Chenin Blanc is certainly one of our most popular white wines, with its "tropical fruits on the palate, honeyed smoothness and refreshingly dry finish" to quote its back

label. Not only do the judges recognize its delicious qualities, but you, our customers, tell us that it really is consistently special and lives up to its reputation year after year as a wonderful wine to drink by itself, or as an ideal accompaniment to a curry or any other spicy dish.

Retirement of Maggie Bennett

It is with regret that we announce the retirement of our cellar door team member Maggie Bennett, who has done a wonderful job for us over many years and will be particularly missed by the various tour companies to whose groups Maggie always gave a warm welcome and informative and fun wine-tasting sessions. We wish Maggie a long and healthy life as she moves to be closer to her family in Perth and look forward to her assistance with the promotion of our wines in the metropolitan area from time to time.



Nookery Café

Country Gourmet Catering (Debbie Babb & Glenda Brunke) have provided the wonderful food for the Nookery Café for the past three years and it is very sad that we have to announce that Glenda is leaving. All of us at Woody Nook wish her the very best for the future and would like to thank her most sincerely for her tireless efforts in building up the reputation of the café.



New Cellar Door Team Member

We welcomed Faye Mildenhall to the Woody Nook family in February 2006. Faye, a pre-primary teacher and her husband Jim recently moved to the area from Perth. She comes to us with first hand experience of the wine industry having owned a small vineyard near Wanneroo many years ago.

(If you have noticed and like her tee-shirt, these and many other fun and humorous ones for ladies and men are available in our giftshop.)



On a happier note, Debbie has agreed to stay on, for which decision we are extremely grateful and know her customers will be too.

Completion of Renovations

In our last newsletter we printed a few 'before' and 'during' photographs of our various improvements and now, more than a year later, we are happy to show you a few 'afters' and report that the results have been very well received and are functioning exactly as planned.

Our extended alfresco dining area is now usable on all but the coldest of winter days due to its roof, zip down plastic sides and heaters. As I write, the Nookery Café has been consistently serving more than 150 lunches a day throughout the Christmas and New Year period with the kitchen design and equipment helping Debbie Babb, Glenda Brunke and their team to achieve this feat with speed and efficiency. The inside furniture and carpet was also replaced. Also, there are no more queues for the toilets due to our six new ones; and our former winery is unrecognizable due to its transformation into an attractive "Gallery", described on page 4.



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Photos:

1. The paved entrance to Cellar door & Gallery
2. The lawn area with shady outdoor seating and children's play area.
3. The indoor dining area of the 'Nookery Café' which seats up to 40.
4. The 'Alfresco Patio' which seats up to 55 for summer lunches, weddings & other special occasions.



One very happy recent occasion at Woody Nook was undoubtedly the marriage of our winemaker Neil Gallagher and Debbie Brown (pictured left) on January 14, 2006. 60 guests watched from the banks of the property's dam as Neil and Debbie tied the knot on the jetty, a truly picturesque setting. Wonderful food and much merriment followed, at the reception held at the Nookery Café.



Another couple who took advantage of Woody Nook's attractive backdrops of both forest and vineyard during 2005 was Amanda & Michael Gallagher (no relation to Neil), pictured right, saying their vows by the vines at Woody Nook.

A new export market and an expanding one...

Since our last newsletter we have begun to send small shipments to Canada and hope that this market will expand during the coming years. If you would like to send Woody Nook wines to friends or relatives in the Toronto area, or let them know the name of our distributor, the email address is info@hatherell.com

It is also pleasing that the number of states in the USA in which our wines are available has doubled in the past twelve months – from two to four! This is actually quite an achievement for small producers like ourselves, but nevertheless seems rather daunting to realise that means '4 down, 46 to go!!' Although our Shiraz 2001 had won several awards, including 'best in class' at the Margaret River Wine Show in 2004, we were thrilled to pick up our first U.S.A. medal in 2005 when it was awarded Silver in a competition which took place in Atlanta, Georgia. This was particularly exciting because wineries are presented with an actual medal in America, not a paper certificate that is the customary prize in Australia. A bottle of wine does look extremely smart bearing a ribbon and medal around its neck!

When we began to stock the giftshop six years ago with other items besides the local pottery that had been sold there previously, we naturally didn't want to detract customers from purchasing our wines as their main priority, but it has become increasingly obvious that by selecting inexpensive, but attractive and novel grape and wine related items – many of which are not to be found anywhere else in Australia, we are providing an additional reason for people to visit Woody Nook. Word soon gets around when a store has products that people are excited about and, although it is an ongoing major exercise to keep the shop well-stocked with existing and new items, we are very pleased that we are able to give our customers that extra pleasure and service.

Several designs of 'flip flop' coasters.



Beautifully embellished wine bags

Yes, it's like Monopoly, but all wine-related.



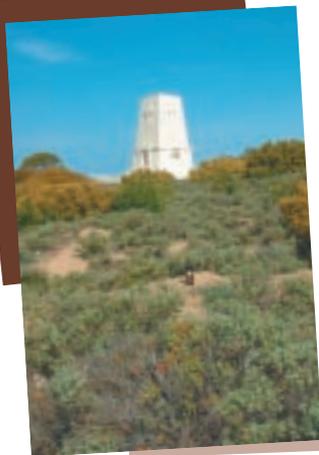
Vineyard Expansion Plans

Don't worry! We'll always be a woody nook.. We have no intention of ever reducing the size of our 60 acre beautiful forest backdrop. However, we have been successful in our desire to increase the size of our estate (our current vineyard is only 17 acres) with the purchase of 50 acres of land immediately adjacent to us on Metricup Road. Our next door neighbour's application to allow the subdivision of his property and the amalgamation of this tract with ours has been approved. Now we have to wait for the Department of Environment's approval of the dam.

We hope this will be received within the next six months, thus allowing a start to be made on the clearing and construction of the dam by the end of the year and the planting of our new vineyard in 2007. In our next newsletter we will let you know what varietals we decided to plant – mostly the same as we have now, but some new ones – lots of decisions to be made!

'Woody pays his respects'

"Woody", the bottle of 1997 Merlot which has been taken on many trips with its owner, Nick Fear of Bristol, England, has been continuing to send us postcards from his various destinations over the past 18 months. We only have space this time to include three special ones, the scenes described, as always, in Woody's unique style....



I have been on a trip of a lifetime to Gallipoli. I could have had my photo taken at any number of places, but chose Lone Pine as this was a special moment on the adventure. The old trenches behind the memorial were particularly moving when you considered what went on there. There were a lot of good blokes either buried or commemorated all over the place, it really pulled on the heart strings. It is good that they are not forgotten. The food was all right and there was local wine to be found, which I would say was interesting to the palate. Our guide said that they had been making wine for over three thousand years, which was amazing, but they still needed to perfect the technique! Hope all is well with you, be good, Woody



I have had a day or two in London recently and whilst I was there I visited the Australian Memorial in Hyde Park. This is an amazing structure, made from stone quarried in Western Australia. It is covered with thousands of place names which include Margaret River and Fremantle. It made me a little homesick, especially as it was pouring with rain at the time and very cold. London was very busy and had many wines from all over the world. The rellies said that it was very cosmopolitan whatever that means. Take care, Woody.



I have just returned from another trip to the old battlefields of France. This time we visited several places associated with the Australian Army in 1918. At one point we called by the site of the grave of the Australian Unknown Soldier in a village called Villers Bretonneux. It was a very moving spot, especially seeing the graves of all those other good blokes there as well. It certainly made me think and I was glad to be able to pay my respects. Plenty of wine about on the trip, all with quirky French names. The taste was universal though and certainly kept the rellies happy. Woody.

Sponsorship of Roger Paine's Sharpie



Roger Paine and Jane Bailey

Roger and Wendy Paine of Planet Graphics in Busselton have taken care of Woody Nook's graphic design work for many years and it seemed appropriate that our first sponsorship deal should support a local business and one of our own service providers. We also felt that Roger's excellent record of yachting successes would stand us in good stead for maximum exposure in the local press over the next two seasons. It was an additional bonus to find that Woody Nook Wines' spinnaker, emblazoned with our name, was a vivid pink colour and therefore highly visible and eye-catching from shore.



Woody Nook's eye-catching spinnaker

Gallery

Woody Nook's new, airconditioned and heated "Gallery" was not only designed as a wine tasting room for private or tour groups and for displaying local artists' work, but also for meetings.

Just \$50 a day, or part thereof, is charged for this attractive room's hire, from 9 a.m. to 6 p.m. seven days a week, subject to availability. It can comfortably accommodate 20 people seated in a

rectangular setting. The provision of a TV and DVD player is included in the rental fee.

Morning and Afternoon refreshments (tea and/or coffee with cakes and/or biscuits) can be served in the room. A set lunch can be served in the Nookery Café or individual choices made from the menu.

Meeting attendees can look forward to some Wine Tasting at the end of the day!



A group of Singaporean wine lovers gather around Jane during their 'Tasting & Lunch' visit in March. Call the winery on 9755 7547 to obtain details of this and other packages.