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PIKES VINTNERS QUARTERLY NEWSLETTER - SUMMER

It's pouring...

Giuseppe Arnaldo and Sons has quickly become a dining mecca in Melbourne. GAS is in the same ownership stable as Icebergs and North Bondi Italian. The menu is classic, the wine list is thoughtful and the service is wonderful. Pikes 'Traditionale' Riesling is available by the glass. Try it with one of their signature dishes like Risotto Nero - Squid Ink Rice, Calamari, Chilli, Parsley, Lemon, Garlic. You won't be disappointed.

www.idrb.com/giuseppe_main_flash.html

If you're heading to the Gold Coast then you have to visit **Glass Restaurant**. Glass provides a classy, and yet comfortable dining experience. The service is fantastic, and the ambiance is excellent. They're serving Pikes 'Luccio' Pinot Grigio by the glass and it's flying out of the fridge. There are plenty of things on the menu to grab you, but try the Grigio with the Szechuan Dusted Calamari with Wasabi Red Slaw.

www.glassrestaurant.com.au

We've discovered that some of the best steakhouses in Australia are in Brisbane. Our friends up north who like their red meat know where to find the best cuts and know how to serve it the way you like. **Kingsley's** in Brisbane not only has awesome steaks, but also a ripper view. Next time you're up that way try their Riverine Premium Beef™ T-bone with Habanero Mustard Relish. Wash this monster down with a bottle of Pikes 'Eastside' Shiraz 2005. Kingsley's has the last of this great vintage.

kingsleys.com.au/brisbane-food.html

The fantastic **Melt Pizzeria** in Adelaide's trendy Hyde Park has just put our 'Luccio' Pinot Grigio on to their by the glass list. For those not lucky enough to have been to the original Melt you will soon be able to enjoy the inimitable style of owner Simon Kardachi at a brand new location in Adelaide's Waymouth St – **Melt CBD**.

Pikes have had a long association with **Doyles Seafood Restaurants**. We were thrilled to hear that our 'Eastside' Shiraz 2007 has just been listed by the glass at their very impressive and huge Circular Quay premise. With panoramic views of the opera house and harbor I can think of no better place to enjoy a glass or three.

www.doyles.com.au/

Powderfinger's favourite Adelaide Pub – **The Exeter** – has been pouring our 'Luccio' Sangiovese for quite some time now. Longtime publican and all round good bloke, Kevin Gregg, has been a great supporter of ours over the journey, both here at The Ex and also at his previous fine establishments. Maybe Bernard Fanning and his mates have enjoyed the odd glass or two there!



WINE SHOWS... You gotta be in it to win it!!

We don't enter our wines in a lot of wine shows. Never have really. It can be quite an expensive and time consuming process - especially when you start entering the large international competitions.

Of the capital city wine shows here in Australia we usually enter a few wines in the Adelaide Wine Show, Melbourne Wine Show, sometimes The National Wine Show in Canberra and we have always supported our local Clare Valley Wine show - as we should.

The reason we enter the wine show system is twofold. To reaffirm that from a technical point of view we continue to head in the right direction with our winemaking and that we are still relevant with the styles of wine we make here at Pikes.

The wine show system both here and offshore is not flawless by any means, but we think it is still a very good benchmarking process for our wines.

It also serves to give our sales/marketing people something to talk to their customers about if we happen to win something!

Having entered the normal wine shows/competitions that we usually do this year and coming away with quite a number of the minor coloured medals, plus a couple of gold ones, I was beginning to wonder if it is worth all the expense and time it takes.

That was until we received the news a fortnight ago that we had been quite successful at the recent Hong Kong International Wine & Spirit Competition winning 3 trophies – 1 for our Pikes 'Eastside' Clare Valley Shiraz 2008 and 2 for our Pike & Joyce Adelaide Hills Chardonnay 2008.

Furthermore the Pikes 'Traditionale' Riesling 2010 was also awarded a gold medal in the same competition.

Not only was it nice to wine some silverware for the trophy cabinet, it is very significant to us in that there were over 1,300 entries from all the major wine producing countries and only 45 gold medals awarded. To win 3 of these is a real feat.

It is also very significant on another level. Hong Kong is the gateway for wine to much of the Asian region – mainland China included. It has been well documented that Australia's traditional export destinations of the UK and the USA are not the markets they once were for our products.

Many wine industry observers see Asia, and in particular mainland China, as becoming increasingly important as a growth destination for Australian wine exports.

While the Asian wine market is still embryonic in a lot of ways, the potential for shipping large quantities of quality wine to mainland China is very real.

For us to have success in a competition which has clearly been designed to promote wine to a region and cultures that have traditionally not been exposed to beverages of a vinous nature, could prove to be extremely important to our small family business.

So after a year of "okay without being great" show results, things have changed markedly for us in a few days. Guess we will keep on entering.

I have learnt one thing about wine shows over the years though: you have to be in it, to win it.

Neil Pike – Winemaker



Trophy won in
Hong Kong

Pikes would like to wish all their customers
a safe and happy festive season

NEW RELEASES

'Valley's End' Sauv Blanc Semillon 2010
'Eastside' Shiraz 2008
'Luccio' Sangiovese 2009

SUMMER SPECIALS

2009 Riesling Cleanskin
\$100/doz or members \$80/doz

2004 'Eastside' Shiraz
\$300/doz or members \$240/doz

PIKES NEW CELLAR DOOR OPENS

Next time you are anywhere within cooe of the Clare Valley be sure to drop in to say hi & have a taste of what's on offer in our newly renovated cellar door.

Earlier in the year we ordered 2 wine serving units from Enomatic – 1 for whites & the other for reds. This system uses argon gas to keep the wines in the best possible condition right through to the bottom of the bottle (sadly no left over wine for me to take home!) while keeping the wines at the optimum tasting temperature. Plus the Enomatic looks fantastic!

Once the units arrived from Italy the workers moved in.

The August renovation saw a massive hole cut in the stone wall to accommodate the Enomatic, a lick of paint on the ceiling & walls, new lighting & a new tasting counter & storage cupboards. All in all, we are extremely happy with the result. It's now brighter & cleaner without being clinical while still having some of that "ye olde worlde charm" about it with the 100 year old stonework & redgum benchtops still in use.

It all makes for a positive experience out here at Polish Hill River. Taste the wines as they should taste, relax on the lawns with a glass of wine & some cheese or wander through the gallery. Come & enjoy what we can offer.



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The weather gods were listening!

You may recall that in the recent Spring edition of Fishtales I questioned the credentials of the Weather Gods and suggested they needed to get their collective act together in respect to vintage 2011.

It didn't take long for them to respond, and the first month of spring was one of the coldest and wettest on record. The first weekend in spring saw in excess of 75mm of rain, frigid conditions and a flood of almost biblical proportions which saw our main dam fill up and overflow in less than 12 hours on Saturday September 4th.



Since then, the above average rainfall has continued to the point where we are now above our long term yearly average, having recorded in excess of 600mm for the year to date. So it has almost been a text book start to the new growing season. Budburst is back to normal if not a week or so late, ample soil moisture and a full dam, no spring fronts... it all adds up to an excellent start for the 2011 vintage. It's just a pity that we don't really need another big vintage given the amount of wine in the marketplace at present, and it really doesn't show any signs of improving, especially with the Australian dollar at parity and our friends from across the Tasman dumping their oversupply over here, and then having the capacity to claim our WET rebate!

Anyway we remain upbeat and confident in what we are producing represents great value for money and look forward to your continued support.

Andrew Pike – Viticulturist

What they are saying about us..

Campbell Mattinson - On The Winefront

"This is the 26th (consecutive) release of **Pikes Clare Valley Riesling**. It's a wine of excellent intensity and flavour. Take a swig of this and you sure get big, juicy hit of potent citrus. Most of that flavour is from the mid-palate onwards, too, so that the wine's momentum through the finish is more or less assured. If you wanted to be critical you'd call it more about flavour than refinement – there's nothing terribly chiselled about this riesling – but most drinkers will simply lap this wine up. It's a goodun'. 91/100" - 12th October

The Local Nose in Singapore

Pikes 'Luccio' Sangiovese Rose 2009. "Strawberry bouquet with rich and full red fruit flavours on the palate. The slightly off-dry style is a perfect compliment for food" - Rating 1 glass - Good Buy.

Rob Geddes - Australian Wine Vintages

"Among the wines that we have seen so far was the very pretty and floral **Pikes 'Traditionale' Riesling 2010** which has impressed me enormously by being such approachable and delightful drinking at such an early age while having the usual hallmarks of the Clare with its lemon citrus signature." – October

Chris Shanahan, Canberra Times

"The Pikes family has a reputation for brilliant riesling but the shiraz is also worthy of mention. The **2008 'Eastside' Shiraz** is a delicious drop with plenty of character. I love its dense mulberry stewed fruits character. There's lightness to the palate too, along with cinnamon and dried-spice savoury flavours."

Pikes chosen to represent Australia in the Tri Nations Challenge.

Three judges each representing Australia, New Zealand and South Africa have selected the best wines from their own country for the Tri Nations Wine Challenge which was held in Sydney in August 2010.

Australia's judge **Huon Hooke** selected **Pikes 2009 'Traditionale' Riesling and Pike & Joyce 2009 Sauvignon Blanc** to represent Australia in this annual event. 321 wines were tasted and judged. Our Riesling won a Gold Medal in its category.

The winners were featured in a series of tastings and dinners held in Sydney, Hong Kong and Shanghai in October. More information: <http://www.trinationswine.com/>



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