



LAKE'S FOLLY

GROWN, VINTAGED
AND BOTTLED
ON THE ESTATE

2006 Mid-Year Update

Dear Customer

Quite a bit has happened over the past year, and probably the easiest way to update you is in point form – so here goes.

2004 Vintage wines, released April 2006 – As expected, the Chardonnay sold out again in record time – just under 3 weeks this year. Half bottles and magnums have also since gone, but there are still some 750ml stocks of the red available. The 2004 Cabernets has lost some of its initial primary fruit characters in the past month as it prepares to settle in for the long haul. I recommend the wine now be left for a number of years to develop in its usual fashion.

Most collected Australian wines – Australia's largest wine storage provider, Wine Ark, recently released the results of its cellaring survey to announce Australia's most collected wines. As Wine Ark says "it's always good to take a peep at what well qualified, serious collectors like to stick in their cellar".

Lake's Folly Cabernets was awarded the 4th most collected Australian wine. This is a great achievement of which we are justifiably proud. It highlights that there is a profound respect for the Lake's Folly style – elegant and structured with great ageability. *The top 20 collected wines are shown overleaf.*

A-list Offer – Many of you have taken up the offer to have a standing order in place. This is the best way to secure your order annually and take the hassle out of having to order each year. With the recent demand for the Chardonnay in particular, this may be the only way to secure an order in the future. There are also other benefits such as access to special offers, events and limited releases that will only be offered to A-list customers.

Vineyard – Recent visitors to the Hunter may have noticed some goings on in the vineyard at Lake's Folly. The small area at the very top of the hill previously planted to Shiraz has been excavated. These poor old vines had just had their day, never really recovering from the droughts of 1991 and 1994. The area will be replanted to Shiraz and Chardonnay and this is a very exciting prospect. I believe the Chardonnay from this particular patch will be truly outstanding (we planted some trial rows 2 years ago, and I got a taste of things to come), though we will all have to be patient as it won't be until 2009 that it bears fruit. The cuttings will be taken from our existing Chardonnay vines.

Order Form – For those yet to purchase from this vintage, or just wanting some more, please have a look at our order form. The unique style that makes Lake's Folly one of Australia's most sought after wines is continued year after year as a result of the terroir, and the 2004 red is another classic example of this. There are also some magnums of 2000 available – but not many, so you will need to be quick.

I look forward to contacting you all again next April.

Cheers

Rodney Kempe
Winemaker

Finally, just as this letter was due to go to press, we have been made aware of some very sad news – the recent passing of Len Evans. Len was involved with Max Lake from Lake's Folly's infancy and I was privileged to have had a strong relationship with him since my time as winemaker at The Rothbury Estate in the early 90's. His passing is a significant loss to the Hunter Valley and the Australian Wine Industry and our thoughts go out to the Evans family.