

KEN FORRESTER VINEYARDS NEWS

March 2012

The 2012 Harvest is most definitely in full swing – to date we have harvested 511 tons. The harvest season started the 1st week of February with pickings of Chenin Blanc and Sauvignon Blanc grapes. On average the harvest is about 3 - 4 weeks later than 2011 harvest. The reasons for this is we experienced a cool ripening pre season from September 2011 to January 2012. The temperatures were mild and did not experience major temperature fluctuations. It was the ideal growing conditions for the white grape varieties.

The Western Cape experienced a heat wave the 3rd week of January – this did not cause any harm to the vineyards in any way. The balling of the vineyards over the heat wave period was in the region of 13 – 14 Balling.



We have not started harvesting the red varieties yet – however we are expecting to begin harvesting the red varieties by the end of March. At the moment we are expecting the harvest to begin a week later than last year.

This harvest we are experiencing a lot of unevenness in ripening of the bunches in the vineyard blocks. Throughout the blocks, there is variation in the balling of bunches from 16 – 23 Balling. Our harvest team is extremely focused and we do selective picking and sorting of the grapes. With every block the team does repeat harvesting – to ensure the grapes are picked at their maximum balling. The FMC block was picked 6 times and the team brought in 18 tons this harvest compared to 9 tons from the 2011 harvest. We do not only focus harvesting of the grapes on balling – the vineyard team spend numerous hours walking through the vineyards, tasting the berries and pips to make sure we focus on achieving the correct flavour profile for the wines.

NDVI Technology = Normalised Difference Vegetation Index

A key objective of vineyard management at Ken Forrester is to improve the return on assets through improving fruit quality (ie higher value fruit) while at the same time bringing the vineyard to as close to uniform as possible.

We are making this possible by making use of NDVI (i.e. blue, green, red & near infra-red) imagery with the aid of aerial photography we are able to determine various properties of the vines by monitoring their leaf canopy. The NDVI, which uses a differenced ratio of red and near infra-red image channels is highly correlated to growth vigour, leaf area index, shoot growth and pruning mass.

Ideally one captures the imagery shortly after veraison (The onset of ripening - the changing color of green grapes to red when sugar accumulation begins and acids decrease). It's aimed at a time when grape growth is not prominent and the vine canopy thus becomes a more 'stable' predictor of growth conditions in the vine.

Essentially in a precision viticulture the use of high resolution multispectral imagery has become a common tool in determining harvest strategies as well as allowing for more precise vine management throughout the growth season.



While an idealised goal of management is to provide uniform vineyard blocks, the reality is it takes time, and some blocks will just never be uniform. The winemaker can use an NDVI image, once sugar and other qualities have been related to color classes by block, to define a harvest plan. The vineyard can be flagged, staked or otherwise marked to define harvest zones. Another significant benefit to the winemaker as a result of using NDVI is the ability to easily view the vineyard on a sub-block basis. This allows the winemaker to create a greater number of wine lots with greater uniformity in each lot, which in turn allows for more blending and a greater potential return to the winery.

Properly utilised by the vineyard manager and winemaker, NDVI imagery will:

- Leverage the return on vineyard assets through increased efficiency
- Improve vineyard management protocols
- Improve grape quality
- Increase block uniformity
- Allow the winemaker to view block production and quality at the sub-block level
- Increase efficiency in berry sampling
- Improve harvest design efficiency
- Provide an excellent grower relations tool
- Expand the number of wine lots while improving the quality and uniformity of the lots, which in turn allows for more blending options and higher potential returns on the finished product.

Ken Forrester creates Chenin for High Timber

Ken Forrester has created a sweeter version of the popular FMC for South African restaurant High Timber in London. FMC Première Selection Moelleux 2010 follows in the footsteps of the original Forrester Meinert Chenin (FMC), which has done much to raise the profile of South African Chenin Blanc on the world stage.

After a favourable 2010 harvest, Forrester and good friend Martin Meinert opted to use one of the FMC barrels to create an exclusive wine for High Timber, which will also be the only place in the UK where the wine will be on sale.

Made in a late harvest style, the sugar content in Moelleux is much higher than in FMC, while the alcohol and acidity levels remain the same. Meinert describes the wine, which is barrel fermented with natural yeast and spends 15 months in oak, as "sweeter, riper, more voluptuous and sensual than FMC."

Moelleux, which means sweet in French, is expected to arrive at the restaurant shortly.

"To say I am delighted is an understatement. FMC is one of our most popular wines and with the Moelleux made exclusively for us, it's the new jewel in our cellar," said the restaurant's co-owner and sommelier Neleen Strauss.



Ken Forrester Wines Valentine's Golf Day



The Bosch Hoek Golf Club Ladies Section recently enjoyed a great deal of fun, friendship and laughter at the inaugural Ken Forrester Wines Valentine's Golf Day.

The picturesque golf course was a "sea of red and white" as the ladies enjoyed a round of golf, followed by a prize-giving lunch and a fair amount of ... Ken Forrester wines!

Bosch Hoek Golf Club offers a boutique golfing experience on one of the most picturesque layouts in the country. The 9 hole, 18 tee golf course is designed around a lake, dams, streams and beautiful trees. The Club is positioned at Balgowan near Howick, just a four hour drive from Johannesburg or a leisurely one and a half hour drive from Durban.

New Wine Store opened in Dar Es Saalem

This wine store is a true revelation with wooden racks, aircons, fridges it comes very close to the most modern wine stores anywhere in the world. The wines are all carefully transported in refrigerated containers and then stored in chilled warehouses.

The store is owned by a couple from Zanzibar, Stephi and Saleh M Said in partnership with MMI in Dubai – they have put a lot of effort into the extensive range of wines they will have on offer.

This is going to be the next hot destination in Dar Es Saalam to purchase Ken Forrester Wines!



On the road again ...



Anthony embarked on a month long trip to the USA and Europe. He started in Washington DC (USA) and spent three weeks in the United States. Unlike last year the winter was quite mild for Anthony and he did not have to wrap himself up too much this time. Anthony attended the Food and Wine Festival in Washington DC which was organised by Rory Callahan and the WOSA team. "The event is definitely not for high end wines but truly a good way to promote South African wine to the end consumer. Rory and the WOSA team did a magnificent job securing the best space right in the middle of the venue".

Anthony also called on other states the likes of Illinois, Colorado, New York, Florida and Georgia. "Every trip I do to the USA I feel that we are heading in the right direction and getting a bit more traction as a country. The biggest goal for us is still to work together as team South Africa and not to delist each other off shelves or wine lists. I find it very sad that there are still South African suppliers who feel that the only way for them to get on a shelf is to delist another South African supplier. There are many wines from other countries that don't sell and buyers in the United States are willing to give South Africa more shelf space, as long as you ask for it".

Anthony also attended Prowein 2012 in Dusseldorf, Germany and ended his trip in the UK. Prowein enjoys the reputation of being one of the biggest alcoholic beverage industry trade shows of Germany. More than 3700 exhibitors from 45 countries presented their latest wines and products in front of a number of wine lovers and wine specialists.

The attendees of Prowein were supermarkets, liquor stores, importers, wholesalers, governments, media and general public, general retail, restaurants, bars, clubs, hotels, caterers, wine specialists, along with market observers, business analysts, decision makers, wine lovers and many more. So hopefully soon you will be seeing Ken Forrester wines on more shelves and wine lists worldwide.

Harvest Trivia

On average 1.2 kg of grapes is required to make one 750ml bottle of wine. 1.2kg of grapes is equivalent to 7 - 8 bunches of grapes.

Generally speaking 1kg in weight translates to around 1L (litre) of fluid. In the wine world it depends on the extraction rate achieved in the winery i.e. the volume that can be squeezed from the grapes in the press, and how you choose to make the wine. At Ken Forrester we usually manage an extraction rate of around 70%. This means 1kg of our grapes results in approximately 700ml of juice i.e. almost a bottle of wine.

Roughly one bunch of grapes will produce one glass of wine.

One wine barrel (225L) holds 300 bottles of wine.

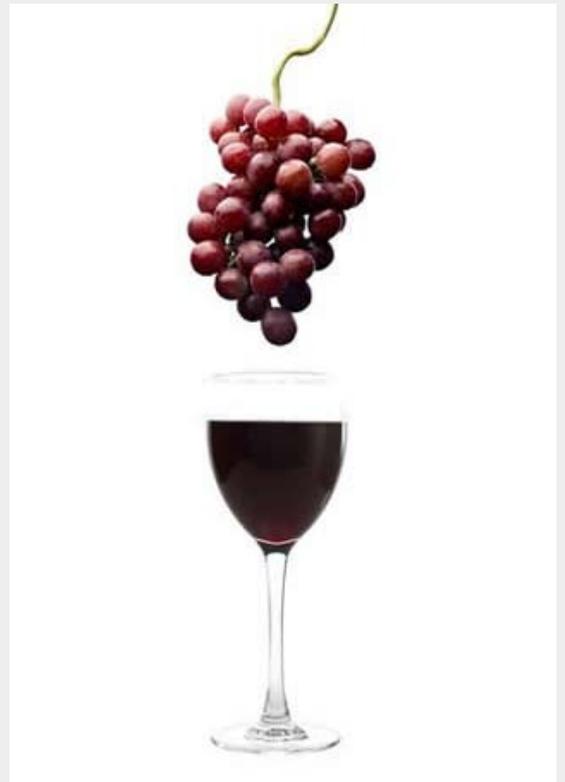
Grapes need on average between 85 to 100 days of sunshine from flowering to harvest in order to ripen. If the grapes don't receive enough sun then the grapes can be too high in acid and too low in sugar to produce balanced wines. If a wine is too high in acid it can taste bitter and sharp.

Rain during harvest will swell the grapes with water and dilute their sugars so it is important to get the harvest in before any bad weather arrives.

The Egyptians get credit for producing one of the world's first wine labels that listed the grape variety, vintage and winemaker.

As a grape vine gets older it produces less fruit but the fruit that it does produce is more concentrated in flavours. This is why you will see old vines mentioned on labels.

A grape vine must be at least four-years-old before its fruit can be used in wine production.



Diary of Events

Ken Forrester tasting at Tria Fermentation school



One of the biggest names – and personalities – in the South African wine industry is Ken Forrester. And he's coming to Tria! Ken Forrester Vineyards is at the vanguard of high-quality South African wine production with signature smoky Pinotage, crisp Sauvignon Blanc and the two highest rated Chenin Blancs in the country. Ken's wines are so exceptional that they were chosen for the celebratory dinner for Nelson Mandela's 85th birthday party. Come thirsty: Ken makes a vast array of wines and he wants you to taste them all!

Place: Tria Fermentation School, 1601 Walnut Street, Suite 620, Philadelphia, PA 19102
Date: Thursday, April 12
Time: 6:30 to 8pm
Price: \$65
Phone: 215.972.7076

Ken Forrester Wine Tasting at D&D London Restaurant

Starts : 18 April 2012 @ 18h45
Location : D&D London, 16 Kirby Street
Cost : £15 per person

Ken Forrester Wine Tasting at D&D London Restaurant

Starts : 18 April 2012 @ 18h45
Location : D&D London, 16 Kirby Street
Cost : £15 per person

Ken Forrester who will host a wine tasting evening of his Stellenbosch wine at D&D London Restaurant.

You will be able to taste a selection of wines and Head Chef Kimmo will provide an array of complementing canapés. Ken will explain the journey of the grapes and history of the vineyard.

The tasting will be held in the private dining room starting at 6.45pm. The evening is priced at 15 Pounds per person. Stay and enjoy dinner from the a la carte menu after the tasting and receive 10% discount off the bill.

Email rachel.evans@danddlondon.com to find out more or call +45 020 7321 2111 to reserve your place..

The next time you sit down to enjoy your favourite glass of Ken Forrester wine you can smile and wonder about who picked the handful of grapes that were magically turned into the wine that is in your glass. Wine harvest is a fabulous time of year and definitely a time to raise a glass and make a toast to all the hard work that makes each year's vintage a great success.

Cheers!

Ken and the Forrester Vineyards team



Tel: +27.218552374 **Fax:** +27.218552373 **Email:** info@kenforresterwines.com **Website:** www.kenforresterwines.com
P.O. Box 1253 , Stellenbosch, 7599, South Africa
Between Stellenbosch and Somerset West on corner R44 and Winery Road

