

Beechworth Wine Centre presents

Beechworth in Winter 2004

Gorgeous and Delicious and sexy! Now read on...

EXITED ABOUT OUR CAST IRON ARRIVAL!!

Two massive and heavy containers of cast iron garden ornaments have, finally, arrived, and have been unloaded at our Melbourne warehouse! These castings were selected by us for their quality of design and uniqueness in the Australian decor market. We have filled our huge garden, to capacity, at our Beechworth showroom, with as many samples of these beautiful garden ornaments, benches and marble topped tables, as possible. The streetlamps have, already, been a huge success with only a few left and our cast iron dogs, frogs, deer, cupids and other statues are also selling fast as well as gorgeous urns and pots, remembering Spring will be here soon!

Opportunities

On a recent delivery to Queensland we observed an interesting trend.

We all know real estate prices have increased. Some clever antique dealers who invested in their own commercial premises have found out that their properties are worth far more than the businesses

We also have over 10,000 sq. feet of display space at the beautiful old Gold Office and Bank of NSW building with it's own walled garden, at Beechworth, so we can offer you even more to browse through.

But wait, there's more! Steak knives!..... Not quite!

You might be looking for an old 'riddling' wine rack of French oak or perhaps a beautifully designed wrought iron wine cage, to store the more valuable wines under lock and key with style you won't want to hide. These and other racks are in store now!

Perhaps you are looking for a fine French 18th century Armoire that can double as a wine vault? We have several in stock at the moment. To compliment

this you may see these are some of our most popular streetlights. The "Paris" single lantern is entirely cast iron and comes apart into ten sections and is 3.2 metres tall.

within them. We have seen this development in High street Armidale, throughout Sydney and Brisbane. Well established shops are closing and being converted to apartments to capitalise on this real estate boom. Present lifestyle choices also indicate transience in these modern

choose from several fine tables, including a solid French Cherry wood refectory table to seat 12 or a more modest antique cherry and walnut vigneron folding, table with circular top to seat six. Ideal for cellars with limited space, as it folds flat against the wall. Chandeliers, lamps, European Chest of Drawers, (commodes) Salon suites, secretaire desks, kitchen dressers, Grandfather clocks, gilt wood mirrors, gorgeous vases, glassware and heaps, heaps more to browse through.....for our wine selection you must read on.....



times. Apparently we move house every seven years. So the luxury of continuance must be considered in any new home. A good core collection will allow you to develop different themes and interiors around the same basic antiques, through the clever use of colour (walls & ceiling),

Inside this issue:

Fantastic Value offer	2
Delivery service	2
Beech worth Changes	3
Global potential	3
Chinese Gardens Progress	3
GST Free Sale to M/L clients	4
Trade information	4

• *Now in stock are:*

- Victorian style streetlamps
- Coalbrookdale style benches
- Selected wine glasses & vases
- French Champagnes
- Local Olive oils
- 17th Cent. Italian walnut Chest
- 18th Cent. Carved Oak furniture
- 19th Cent. Pine furniture
- Carved Gilt wood mirrors
- Long case clocks
- Fine gilt bronze candelabrum
- Estate jewellery, gold and silver
- Vintage watches

texture (floors and Fabrics) and lighting (chandeliers and windows). The same principle applies to the garden. Feature statues or fountains will be a focus around which you can design your plantings. With so much to choose from our huge collection, you will always find that special piece.



Gorgeous, delicious and sexy! Cont.

...(the indulgency continued...)

The snow season is here and it is time to rug up in front of a roaring fire with a good bottle of fine wine, or a naughty flute of Champagne.

Why is Champagne naughty? Well it is a well known fact that the tiny bubbles (an initially unintended reaction invented by the legendary Dom Perignon) will help to deliver the alcohol much faster into the bloodstream than still wine. That's why we feel so happy when we first sip a glass, and by the time the glass is empty the alcohol will be well on it's way into your bloodstream.

It's also a nice way to finish a meal. For desert, how about

strawberries that have been marinating in Schmidt's Strawberry Liqueur topped with shavings of dark chocolate (preferably Haigs of Melbourne) and a tall flute of Rene Geoffroy vintage '97 French Champagne.

Not only will your Winter weekend away be rewarded by bubbles but by visiting our historic gold town you can soak up the atmosphere of old world charm, service and truly magnificent scenery.

You may also be able to take home a little something special from the Beechworth Wine Centre. Choose from local wines such as the legendary Giaconda or Italian varieties from Amulet but also from the next generation icons of viticulture Battely

and Savaterre. Easier on the pocket and delicious all the same, try the Oxenbury shiraz or Nebbiolo from wine maker Andrew Doyle. His wines are fantastic value considering their quality!

At the Beechworth Wine Centre, we also carry fine French wines as well as many rare Australian vintages and hard to find labels. Just give us a call if you're looking for something different.



Cast iron 4 Seasons statues

Save by the case! We need the space!

Limited supply Fantastic value reds at a bargain only \$12.00 each, Save up to 35% off RRP

You may recall from our last newsletter, that we have imported a quantity of wine from The Olde World, ie Europe.

Well we now have the second shipment unloaded and it is selling fast, but we need to make space as the warehouse is too full. In order to make

room we are selling our premium Prahova Valley reds at a vastly reduced price. My work colleagues are complaining that they cannot reach the front door anymore.!

So out they go, the Special Reserve Series has been reduced for a limited time.

This wine has been well cel-

lared and will develop even further given time. Choose from old world burgundy style Pinot Noir 1999, Old world Bordeaux style Merlot 2000 and old world Tuscan style Feteasca Neagra 2000.

Travel to Europe without the jetlag!

We will Deliver.

Customers who cannot make the easy 3 hour trip from Melbourne, 4.5 hour trip from Canberra or 6.5 hour trip from Sydney are reminded that we can ship your wine orders by Post. We can also have larger items delivered to your door via courier, and for a minimal charge we can have your cast iron garden furniture and ornaments delivered personally.

So please use feel free to contact us by phone on 03 5728 1855, or you can fax us on 03 57281844 or you can send an email to us at:

empirecompany@bigpond.com.

Yes we will deliver to you. We have shipped goods to Hong Kong, Paris, Frankfurt, Boston Stockholm, Berlin etc, as well as local and interstate. So don't be shy give us a try!



BWC showroom circa 1950

Changes in the streets of Beechworth

New and exciting shops are opening every month in Beechworth. "Black springs Bakery shop and Gardens" have new owners. Located just south of Beechworth BSB will now be open all year round: Friday to Monday, School holidays, 10 am to 5.30 pm. On offer are the finest local and imported products including; Mud Australia, Limoge porcelain & hand made Italian Linea Casa bed linen. Visit the well established gardens and stay in the charming accommodation available through:

www.blackspringsbakery.com
or call (03) 5728 2565

The "Bank Restaurant and Mews is under new management, with exciting new menus.

Rumours are rife about the exciting new restaurants opening in

town including a breakaway from Melbourne's famous Ciccone's restaurant with further emphasis on fine food and wine in the region.

The Green Shed Bistro has also had a recent face lift, with funky deco booth seating and polished timber tables, yet maintaining it's rustic atmosphere. Enjoy dining in front of the open fireplaces.

Gigi's has recently had a full license application granted and will be able to seat people in a cosy private dining room at the rear of the building, for those of you who wish a little more privacy.

Soon to open in Stanley is "The Galloping Goat" a restaurant and function centre with the most spectacular décor. (Yes we did helped a little with this). Chef Michel Renoux, (see previous news letter), will be applying his full Gallic talents. This should be a gastronomic delight!

Specialist Asian restaurateur Pamela

Charity of Bowral's famous "That Noodle Place" was delighted when she and her sister stayed with us recently. My generous wife Zita treated Pam and Thelma to a true Chinese banquet, including one of her many signature dishes: *Steamed spicy fish*. Pam Caught up with old friends Brian and Darlene Archer with their new L.J. Hooker realty in Beechworth (03 57281076). Guests tasted local Chardonnays including Giaconda and Savaterre. Vintage Spanish reds accompanied the luscious local Milawa cheeses. French Champagne started and finished the evening of course.

Pam was so delighted that she asked Zita for her recipe, which is now available for all to try at "That Noodle Place" 279 Bong Bong Street, Bowral, NSW. For reservations please phone (02) 4861 6930. Say hi from Oliver and Zita.

Export Potential

Market report!

With the number of antique dealers closing their doors, the number and quality of antique items to reach the market are now also declining in Australia. This lead to an increase in the market share by the established and reputable Auction houses. Many dealers have learnt that they can achieve a higher

return on their goods, with some very pleasant surprises through auction sales as private clients, decorators, exporters and designers all try to outbid each other. This increases the prices.

The weak A.U. Dollar is limiting the number of imports but inversely expands the export potential of fine antiques from Australia. In fact we have had enquiries from

our colleagues overseas who are keen to purchase stock for export.

This has prompted us to work towards expanding our facilities in Melbourne.

Unfortunately this also means that finer antique pieces are scarcer and more expensive yet on a world market our prices are very competitive and worth a visit to Beechworth!



Well carved French Gilt wood console Circa 1840. White marble top. \$1575

Chinese Gardens and Protectors office

The Chinese gardens are developing well with both Kathryn Chivers and Iris Manik's tireless devotion. Funds have been granted for the building of a Chinese Tea house and Pavilion in the Beechworth Chinese Gardens located next to Lake Sambell. The Chinese Protec-



Chinese Protectors Office, Beechworth, circa 1860.

tors Office in the historic precinct of Beechworth was built to serve as a policing office for Chinese gold field workers. Some of these lost their lives when on the 4th July 1857 about 100 jealous European miners rioted looting and destroying the Chinese camps

in Victoria's worst race riots.

This historic stone building will soon open as a Chinese Cultural centre and historic museum. We must also thank Malcolm Gould and the Bendigo museum for their contributions.

Your gold coin donation for wine tastings at BWC will help to fund the installation of the Tea House for the community of Beechworth and it's many visitors.



BEECHWORTH WINE

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*Quality and integrity
delivered*



This is the last page, but read on, it's worth it.....

In appreciation of *your* time and patience reading this newsletter we would like to offer you a genuine

GST FREE DISCOUNT. *Yes we will pay the GST for you!* That's 9.09% off!

When you present this newsletter with your next purchase at BWC. This offer ends 28th September 2004 and is made available to all current mailing list clientele. Lay-bys excluded, cannot be combined with other discounts or trade quotes. (Conditions apply).

The *Beechworth Wine Centre* has now been established for three years! Hurray!

To celebrate our third year in business on the 28th September 2004 we will be giving very generous discounts to our clients who mention this newsletter. So please say Hi next time your in town.

Our shop hours are 10 am- 6 pm. Thursday through Monday. We are open 7 days during the school holidays and you may contact any of our staff to make a special appointment outside these hours.

Phone 03 5728 1855 for:

Sales: Janinka Smith

Sales: Zita von Wilpert

Director: Oliver von Wilpert

Trade information column

Two containers have just arrived in our glorious green tin shed! The Alphington warehouse is open by appointment but be aware that we have many more locations on a consignment basis with over 7500 items in our inventory.

So if there is something that you are specifically looking for and you know we specialise in rare and unusual design and antiques, just give us a call or email your requirements. Of course all enquiries will be treated as highly confidential.

Currently we are putting together orders for a container of rustic European Baltic pine furniture including; kitchen dressers, bookcases, benches, bedside cabinets, tables, boxes etc.

We are also finalising a container of English oak country furniture including, rush seat chairs, refectory tables, Windsor chairs, etc. as well as a selection of hand made needlework and Aubusson carpets.

Our last French container was a huge success with over 87% sold in the first two days of landing we apologise if you missed out on this one.

We appreciate all those of you who have been in the situation of receiving consignment stock of antiques from us in the past.

However due to insurance and transport costs we are not able to expand our current number of consignment locations.

The benefits to you, the professional antique dealer/designer, is that our direct wholesale prices are even lower today without this insurance and transport cost. We save, you save!

For you, the intrepid dealer, this translates to the possibility of a higher profit margin and/or lower retail pricing, which makes your business even more competitive.



Oliver, delighted at being able to help another client.

Thanks again everyone for your support!
Wishing you all much success!

Your Intrepid Dealer

Oliver von Wilpert