



Rabobank

# ROMEO BRAGATO CONFERENCE 2011

*Ellerslie Event Centre, 80-100 Ascot Ave, Remuera, Auckland*  
25 - 27 August 2011


## Back to Profitability

WEDNESDAY 24 AUGUST 2011		
3.00 - 6.30 pm	Trade exhibition open to the industry. Free access for anyone in the industry to visit the trade sites and talk to the experts in their fields.	Ellerslie Event Centre
THURSDAY 25 AUGUST 2011		
8.00 am	Registration desk opens	Ellerslie Event Centre
8.00 am	Trade exhibition open	Ellerslie Event Centre
	<b>SESSION 1: Conference Opening, Rabobank Address</b>	<b>Sponsor: Rabobank</b> Chair - Philip Gregan, NZ Winegrowers, Auckland
9.00 am	Parliamentary update	Hon David Carter, Minister of Agriculture, Minister of Forestry, Minister of Biosecurity
9.20 am	Welcome from New Zealand Winegrowers - State of the industry.	Stuart Smith, Chairman, NZ Winegrowers
9.40 am	Introducing the Platinum Sponsor - Rabobank	Ben Russell, General Manager, Rabobank, New Zealand
9.45 am	"Creating Strategic Value in a New World of Beverages"  - A look at the strategies and practices of beverage industry success stories, and how these lessons can help beverage entrepreneurs create shareholder value in a post-recession economy.	<b>Sponsor: Rabobank</b> Ross Colbert, Executive Director & Global Strategist - Beverages, Rabobank, New York
10.25 am	Questions	
10.30 am	House notes	Philip Manson, NZ Winegrowers, Auckland
10.40 am	<b>Morning tea</b>	<b>Sponsor: Vitis (NZ) Ltd</b> Trade exhibition area
	<b>Session 2: The global wine scene and is it going to improve anytime soon?</b>	<b>Chair - Steve Green, Carrick, Central Otago</b>
11.25 am	The global wine scene and is it going to improve anytime soon?	Peter McAtamney, Principal, Wine Business Solutions, Sydney
11.55 am	Questions	
12.15 pm	Bragato Wine Competition - Chief judge's report.	Olly Masters, Chairman of Judges, Bragato Wine Awards
12.25 pm	<b>Lunch</b>	<b>Sponsor: FMG Advice &amp; Insurance</b> Trade exhibition area
1.55 pm	<b>Session 3: Industry Leaders Forum</b>	<b>Chair - Stuart Smith, Chairman, NZ Winegrowers</b>
1.55 pm	A range of industry leaders will discuss their views on the industry future and direction.	
2.40 pm	Questions	
3.10 pm	<b>Afternoon tea</b>	<b>Sponsor: Plant and Food Research</b> Trade exhibition area
3.55 pm	<b>Session 4: Concurrent Forums</b>	
	Please choose ONE of the following concurrent Forums. Please note that numbers are limited.	
	<b>4 a. Hot off the press - latest research, student presentations</b>	<b>Sponsor: Plant and Food Research</b> Chair - Mike Trought, Senior Scientist/Research Leader, Plant and Food Research, Marlborough

Or	<b>4 b. Budgeting and cash flow management</b>	<i>Sponsor: FMG Advice &amp; Insurance</i> <b>Chair - Catherine Howell, Business Services, &amp; Principal, WHK, Hawke's Bay</b>
	The principles and importance of budgeting and cash flow management will be discussed with the aim of enabling the grower to obtain the maximum benefit from utilisation of these tools.	
	Practical considerations of budgeting and cash flow management	Catherine Howell/Steve Alexander, Business Services & Principal, WHK, Hawke's Bay
	The main financial and business planning essentials to prepare before the bank comes calling	Tony Jordan, Rabobank, Marlborough
	Principles of budgeting and cash flow management	Ewen Cameron, Senior Lecturer in Horticultural Management, Massey University, Palmerston North
Or	<b>4 c. Comparing the operating costs of organic and sustainable vineyards</b>	<i>Sponsor: Vitis (NZ) Ltd</i> <b>Chair - Caine Thompson Viticulturist, Mission Estate Winery, Hawke's Bay</b>
	Preliminary results from the 3 year trial at Mission Vineyards comparing conventional with organic management will be presented from the practitioner and a consultants' perspective along with a viticulturist's experience of converting a vineyard to organic management.	
	Preliminary results from the 3 year trial at Mission Vineyards comparing conventional with organic management - the practitioner's viewpoint.	Caine Thompson, Viticulturist, Mission Estate Winery, Hawke's Bay
	Preliminary results from the 3 year trial at Mission Vineyards comparing conventional with organic management - from an outside consultant's perspective.	Bart Arnst, Viticultural Consultancy, Marlborough
	Experience converting a vineyard from conventional to organic management.	Jonathan Hamlet, Joseph Soler Vineyard Manager, Villa Maria Estate, Hawke's Bay
5.05 pm	<b>Session 5: Wine Institute of New Zealand AGM</b>	Guineas Room 1, 3 <sup>rd</sup> Floor Ellerslie Events Centre
5.50 pm	<b>Session 6: New Zealand Grape Growers Council AGM</b>	Guineas Room 1, 3 <sup>rd</sup> Floor Ellerslie Events Centre
5.10 - 6.30 pm	<b>Meet the Exhibitors</b> Trade displays open, canapés and drink on arrival (cash bar thereafter). Bragato Wine Awards results published.	<b>Trade exhibition area</b>

<b>FRIDAY 26 AUGUST 2011</b>		
8.00 am	Registration desk opens	Ellerslie Event Centre
8.00 am	Trade exhibition opens	Ellerslie Event Centre
8.30 am	<b>Session 7: Understanding the growth of the vine and its effect on wine quality</b>	<b>Chair - Philip Manson, NZ Winegrowers, Auckland</b>
8.30 am	Determining the biochemical composition of grapes: the effects of leaf removal, ultraviolet radiation and development.	Brian Jordan, Professor of Plant Biotechnology, Lincoln University, Christchurch
8.50 am	Understanding how grapevines grow: How knowledge of grapevine physiology helps produce better wine.	Mike Trought, Senior Scientist/Research Leader- Plant and Food Research
9.10 am	Introduction to the science of olfaction and how it can be applied to evaluating wine.	Roger Harker, Science Leader - Sensory and Consumer Science, Plant and Food Research, Auckland
9.30 am	Questions	
9.40 am	<b>Morning tea</b>	<i>Sponsor: BASF - The Chemical Company</i> <b>Trade exhibition area</b>
10.25 am	<b>Session 8 : Bragato Address</b>	<b>Chair - Stuart Smith, Chairman, NZ Winegrowers</b>
10.25 am	Tannin management in the vineyard and winery.	James Kennedy, Professor & Chair, Department of Viticulture and Enology, Director, Viticulture and Enology Research Centre, California State University, Fresno
11.15 am	Questions	

11.25 am	<b>Session 9: Research Report - Current research projects</b>	<b>Chair - Simon Hooker, NZ Winegrowers, Auckland</b>
11.25 am	Evaluating residue free botrytis control options.	Trevor Lupton, Consultant, Lewis Wright Valuation & Consultancy Ltd, Gisborne
11.35 am	Managing yield using mechanical thinning.	Mike Trought, Senior Scientist/Research Leader- Plant and Food Research, Marlborough
11.45 am	Identification and practical management of leaf roll virus type 3.	Nick Hoskins, Nick Hoskins Viticulture Ltd, Martinborough
11.55 am	Developing management strategies for leafroll virus in red grape varieties	Vaughn Bell, Research Associate, Applied Entomology, Plant and Food Research, Havelock North
12.05 pm	Chemical residues in the tissue of sheep used for leaf plucking in vineyards.	Gina de Nicolo, AgreVit Services, Havelock North
12.15 pm	Questions	
12.25 pm	Markhams Young Viticulturist Speeches	
12.50 pm	<b>Lunch</b>	<i>Sponsor: Riversun Nursery Ltd</i> <b>Trade exhibition area</b>
2.10 pm	<b>Session 10: Concurrent Forums</b>	
	Please choose ONE of the following concurrent Forums. Please note that numbers are limited.	
2.10 pm	<b>10 a. Ask the aunts</b>	<i>Sponsor: BASF - The Chemical Company</i> <b>Chair - Mark Allen, Mark Allen Vineyard Advisory Services Limited, Marlborough</b>
	This workshop is aimed at providing growers with tried and proven, practical and workable solutions, plus tips, ideas and alternatives for the future. This is your chance to ask questions on any matter of concern to you e.g. pest, disease and disorder control, crop loading, crop estimation, pruning, mechanisation, timing of operations.	
		Mark Allen, Mark Allen Vineyard Advisory Services Limited, Marlborough
		Stephen Bradley, Group Viticulturist, Sileni, Hawke's Bay
		Bart Arnst, Viticultural Consultancy, Marlborough
<b>Or</b>	<b>10 b. Research - funding, priorities and implementation</b>	<b>Chair - Philip Manson, NZ Winegrowers, Auckland</b>
	The source of funds, how the research priorities are set and one winery's experience with applying research outcomes will be discussed. Ample time will be set aside for delegates to question the speakers.	
	How the Government money is invested.	Bruce Campbell, Chief Operating Officer, Plant and Food Research, Auckland
	NZWG research committee - how the research priorities are set.	Dominic Pecchenino, Chairman of the Wine Research Committee, Marlborough
	How the research is implemented.	Emma Taylor, Hawke's Bay Company Vineyards Manager, Villa Maria Estate, Hawke's Bay
<b>Or</b>	<b>10 c. Variation in sensory acuity and links to wine preferences: a hands-on experience</b>	<b>Chair - Roger Harker, Science Leader, Sensory and Consumer Science, Plant and Food Research, Auckland</b>
	An opportunity for delegates to obtain hands on experience in this important facet of wine quality.	
		Roger Harker, Science Leader, Sensory and Consumer Science, Plant and Food Research, Auckland
3.20 pm	<b>Afternoon Tea</b>	<i>Sponsor: Agrisea New Zealand Ltd</i> <b>Trade exhibition area</b>
4.05 pm	<b>Session 11: Concurrent Forums</b>	
	Please choose ONE of the following concurrent Forums. Please note that numbers are limited.	
4.05 pm	<b>11 a. Organic soil management</b>	<i>Sponsor: Agrisea New Zealand Ltd</i> <b>Chair - Jonathan Hamlet, Joseph Soler Vineyard Manager, Villa Maria Estate, Hawke's Bay</b>
	Two leading viticulturists will outline their practices and philosophies with respect to soil management supported by a discussion of the science behind these practices.	
	The science supporting the desirability of having high levels of organic material in vineyard soils.	Markus Deurer, Leader Production Footprints Science Team, Plant and Food Research, Palmerston North

	An organic perspective from Hawke's Bay.	Jonathan Hamlet, Joseph Soler Vineyard Manager, Villa Maria Estate, Hawke's Bay
	An organic perspective from Central Otago.	Gareth King, Viticulturist, Felton Road, Bannockburn
<b>Or</b>	<b>11 b. Bench marking - how do I compare?</b>	<b>Chair - Nick Dalgety, Senior Policy Analyst, Natural Resources Group MAF Policy, Nelson</b>
	This discussion of MAF grower profitability and Deloitte winery surveys will provide useful information enabling individual growers and winery businesses to compare their individual businesses against. Financial implications of mothballing part of a vineyard will also be covered.	
	Discussing the latest MAF grower profitability surveys.	Nick Dalgety, Senior Policy Analyst, Natural Resources Group MAF Policy, Nelson
	Deloitte winery survey.	Tim Burnside, Associate Director, Corporate Finance, Deloitte, Christchurch
	Financial implications of mothballing part of a vineyard.	Geoff van Asch, TVA Lock Ltd, Marlborough
<b>Or</b>	<b>11 c. Other white varieties and styles (with tasting)</b>	<b>Sponsor: Riversun Nursery Ltd Chair - John Forrest, Forrest Wines, Marlborough</b>
	Three winemakers will share their experiences, supported by a tasting of a number of potential new white varieties. Arneis will be compared across three different regions.	
	Coopers Creek's experience with Gruner Veltliner, Viognier and Arneis, and from 2011 Albarino and Marsanne.	Simon Nunns, Winemaker, Coopers Creek Vineyard Ltd, Auckland
	Forrest Estate Arneis and the lower alcohol Riesling and lower alcohol Sauvignon Blanc.	John Forrest, Forrest Wines, Marlborough
	Trinity Hill's experiences with Arneis and the challenges and the rewards in persevering with less well know varieties.	Warren Gibson, Chief Winemaker, Trinity Hill Wines, Hawke's Bay
<b>Evening</b>	<b>This evening is your own. You can register for the O-I Le Zeppa Dinner in downtown Auckland or take advantage of the bus service from the Novotel and Ibis Hotels to The Viaduct or make your own arrangements.</b>	
<b>6.15 pm</b>	<b>Bus transport</b> Catch a pre-arranged coach from the Novotel and Ibis Hotels to the Viaduct in downtown Auckland, make your own arrangements for dinner. Coaches will return to Novotel and Ibis Hotels at 10.00 and 10.30 pm. Cost \$25.00 for return trip. Tickets must be pre purchased via the registration form.	
<b>6.30 pm</b>	<b>O-I Le Zeppa Dinner</b> 33 Drake Street, Freemans Bay, Auckland	
	This iconic Auckland restaurant has the feel of a New York industrial warehouse which has been loving transformed into a spacious Tapas and wine bar. Here the focus is on enjoying others company with a great glass of wine and tasty tapas plates. The relaxed atmosphere and great service and extensive wine list should ensure a night to remember.	
	You will be collected and returned to the Novotel and Ibis Hotels by coach. Cost \$70.00 (incl GST). Wine not included. No BYO	

**SATURDAY 27 AUGUST 2011**

8.00 am	Registration desk opens	Ellerslie Event Centre
<b>8.30 am</b>	<b>Session 12: How wine companies can obtain value from their investment in sustainability</b>	<b>Chair - Steve Green, Carrick, Central Otago</b>
8.30 am	Where sustainability fits in the global wine market.	Jeff Clark, Jeff Clark, Director, Strategic Planning, Clemenger BBDO
8.50 am	O-I Life Cycle Analysis (LCA) study for packaging materials.	Steve Bourke, Regional Environmental & Risk Manager, O-I Asia Pacific
9.10 am	One winery's perspective.	Cath Oates, Mud House, Marlborough
9.30 am	Questions	
<b>9.40 am</b>	<b>Session 13: Optimising phenolics in red wines</b>	<b>Chair - Michael Brajkovich, Winemaker, Kumeu River Wines. Kumeu</b>
9.40 am	The effect of bunch exposure on tannins in Pinot Noir.	Roland Harrison, Senior lecturer, Department of Wine, Food and Molecular Biosciences, Lincoln University, Christchurch
10.00 am	Managing tannins during winemaking.	James Kennedy, Professor, Department of Viticulture, California State University, Fresno, USA
10.20 am	Managing oxidation during wine aging.	Andrew Waterhouse, Chair, Department of Viticulture & Enology, University of California, Davis, USA
10.40 am	Questions	
10.50 - 11.10 am	Morning Tea	
11.10 am - 12.05 pm	Bragato Trust, Bragato Students and Bragato Wine Awards Presentations	
	<b>Session 14: Conference Closure</b>	<b>Stuart Smith, Chairman, NZ Winegrowers</b>
12.05 - 12.15 pm	Close of Conference	Stuart Smith, Chairman, NZ Winegrowers
12.30 - 3.30 pm	Bragato Wine Awards Tasting	Epsom Room, Ascot Stand, Ellerslie Events Centre

10.50 am	Session 14: Conference Closure	Stuart Smith, Chairman, NZ Winegrowers
	<p>Session 15: Event at Villa Maria Estate, 118 Montgomerie Road, Mangere, Auckland</p> <p>Buses will depart the Ellerslie Event Centre for Villa Maria Estate for:</p> <p>Silver Secateurs competition - National Finals</p> <p>Markhams Young Viticulturist of the Year Competition - National Finals</p>	<p>11.00 am</p> <p>11.00 am Villa Maria Individual Tying Competition</p> <p>11.30 am Bacho Individual Pruning Competition</p> <p>12.15 pm Fruited Supplies Team Event</p> <p>12.45 pm Horty Sports Competition</p>
12.00 to 12.30 pm	Lunch	Boxed lunch is available for purchase via the registration form for either Wine Tasting or at Villa Maria Estate.

### SUNDAY 28 AUGUST 2011

9.15 am	<p>Catch the 10.00 am ferry to Waiheke Island, a picturesque blend of farmland, forest, beaches, vineyards and olive groves. Located in the Hauraki Gulf of New Zealand, it is only 35 minutes by ferry from downtown Auckland. Partake in a tour designed by the Waiheke Island Winegrowers Association. You will visit two wineries for wine tasting and then enjoy a further tasting and lunch at Cable Bay Vineyard Restaurant. This award winning restaurant has a reputation for great food and wine with an unrelenting focus on quality. Olive grove and sea views overlooking the Hauraki Gulf and Auckland city are enriched by an extensive art collection, featuring sculpture and paintings by leading New Zealand artists. The return ferry arrives in downtown Auckland at 3.40 pm. Cost is \$130.00 and includes, ferry tickets, Island transport, tastings and lunch. Does not include wine at lunch, there is no BYO. Minimum numbers must be achieved. Transport to and from your accommodation can be arranged at an additional cost if required.</p>
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