



ROMEO BRAGGATO 2009



REGISTRATION
BROCHURE



ROMEO BRAGATO 2009

WHERE TO FROM HERE?



Pettigrew•Green Arena, 480 Gloucester Street, Taradale, Napier

Rabobank

PLENARY SESSION SPEAKERS PROFILES

As information becomes available on other speakers it will be posted on www.bragato.org.nz - please check it out



Adam Morris joined Rabobank as a senior analyst in June 2008 and as part of the Global Beverages team, he is primarily responsible for wine sector research in Australia and N.Z. He regularly contributes to research projects undertaken by the group globally. The Food & Agribusiness Research and Advisory (FAR) team is a dedicated unit with Rabobank which undertakes research into food and agribusiness sectors. Adam holds a Bachelor of Finance and Economics from Sydney University and has 11 years of professional experience. His career began in financial markets, firstly with Macquarie Bank and later with UBS in Sydney. Deciding to pursue his keen interest in the wine sector, Adam enrolled at the University of Western Australia where he studied viticulture. Since graduating, Adam has worked in viticulture and wine production around the world. In 2008 Adam was first in his class and graduated with honours from the Wine MBA program at the Bordeaux École de Management. In 2009 Adam was accepted into the Masters of Wine program and is working towards his accreditation.



Peter Holley was born in Johannesburg and educated at St. Stithians College. He completed a B.Comm (Hons) degree at Rhodes University and a MBA the University of South Africa. He has held marketing positions at Richardson Vicks and Boots Pharmaceuticals Plc and has extensive experience in marketing and corporate strategic development. As CEO Spectra-Pham Laboratories he was responsible for mergers, acquisitions and divestment of products and business units. Peter has been involved with the New Zealand wine industry since he and his family immigrated in 1996. Since then he held the position of CEO at Mission. He is a keen Rotarian and has been awarded the Paul Harris Fellowship. He is married to Linda and they have three teenage daughters.



Gerhard Pietersen completed a BSc. with Botany & Microbiology as majors at the University of the Witwatersrand, Johannesburg in 1980. He joined the Virology Section of the Agricultural Research Council - Plant Protection Research Institute, Pretoria in December, 1980. In 1984 he completed an MSc-Microbiology at the University of Pretoria. Gerhard then spent 18 months at Oregon State University, USA working on the initial phases of a PhD. His PhD. in Microbiology was completed at University of the Witwatersrand, Department of Microbiology. In 2003, Gerhard was awarded Extra-ordinary Professorship with University of Pretoria. In 2004 Gerhard was appointed Program Manager, Graft-transmissible diseases, Citrus Research International (CRI) and seconded to the Department of Microbiology and Plant Pathology, University of Pretoria, where he is still currently employed. Research focus was aimed at determining which plant viruses occur in South Africa, to aid formulation of effective phytosanitary legislation and other methods to control plant viruses. Since 2001 Gerhard has conducted research on the epidemiology of grapevine leafroll disease.



Geoff Thorpe, gained his degree in Horticultural Commerce at Lincoln University. His "passion for growing things" has been the driving force behind Gisborne-based Riversun Nursery Ltd, which he founded in 1982. A recipient of the Wrightson "Young Orchardist" award in 1985, he embarked on a study tour of European horticulture. Following a term as chairman of the New Zealand Grape Vine Improvement Group's certification committee and numerous research tours overseas, Geoff initiated an independent certification programme for Riversun's production methods in 2000.



Dr Tony Proffitt started his career in agriculture during the early 1980's and has worked in management, technical and extension capacities for a number of agricultural and viticultural organisations in Australia and overseas. His qualifications include BSc. (Hons) and PhD. degrees and a Post-graduate Diploma in Viticulture and Oenology obtained from The University of Adelaide. He began working in the grape and wine industry in 1995 which included a vintage with Constellation Wines Australia. In 1996 he joined Southcorp Wines (now known as Foster's Group) as Regional Viticulturist and spent three years in Coonawarra followed by two years in the Barossa Valley. During his time within the industry he has helped establish and run commercial-scale trials, published articles in industry journals, given lectures at Curtin University (WA), and extended information at conferences, workshops and field days. A major achievement has been the introduction of 'Precision Viticulture' technologies to the industry in collaboration with CSIRO and financial support from the Grape and Wine Research and Development Corporation and the Cooperative Research Centre for Viticulture. He co-authored the book entitled 'Precision Viticulture - a new era in vineyard management and wine production', published 2006. In 2001 he joined AHA Viticulture, a vineyard management and consultancy company based in the Margaret River wine region. In 2006 AHA Viticulture established the subsidiary company Precision Viticulture Australia which provides a range of services to those wishing to acquire, process and use spatial information to improve their vineyard management and wine production businesses.



Professor Sakkie Pretorius is the Managing Director of The Australian Wine Research Institute Ltd. Sakkie graduated from the University of the Orange Free State (South Africa) and obtained his PhD. in molecular yeast genetics from the Albert Einstein College of Medicine in New York in 1986. The main focus of his research has been Wine Microbiology and Biotechnology. He is an Affiliate Professor at the University of Adelaide. Sakkie has published more than 200 research papers and book chapters, delivered more than 500 lectures at conferences and research seminars, and filed 6 patents. His viewpoint is that wine research should be directed toward increasing fundamental understanding in a context responsive to the applied needs of producers and consumers at levels of both problem selection and experimental design. Therefore, he believes that wine research inspired by the quest for understanding the fundamentals and by considerations of future use, promises to be the most powerful dynamo of technological progress that would support the cost-effective production of wine with minimised resource inputs, improved product quality, increased health benefits and low environmental impact.



Andrew Barber is an agricultural engineering consultant, specialising in energy and resource use, at AgriLINK NZ and is a member of The AgriBusiness Group. Project work includes national and sector specific energy benchmarking, optimisation and analysis studies. These projects are used by industry and government clients to develop and deliver energy and greenhouse gas (GHG) optimisation strategies, and to understand potential trade, economic, marketing, environmental and social impacts. Recent work has included developing the energy benchmarking tool 'BEST Winery NZ' for the NZ wine industry. This tool is expected to become a template for other sectors to follow with its minimal data requirements, monitoring function and access to detailed practical energy reduction measures. Other project work includes the sector GHG footprinting projects for the wine, kiwifruit, pipfruit, protected cropping and onion sectors. Andrew has prepared reports to the NZ Government on Food Miles, greenwaste compost GHG emissions, tallow based biodiesel and the sustainability of Brazilian bioethanol.



Dr Stuart Dykes after graduating in 1991 with a degree in mechanical engineering from the University of Auckland, Stuart spent 10 years working in oil and gas exploration with international oilfield services company Schlumberger. In 2001 Stuart returned to NZ and completed a post-graduate diploma in viticulture and oenology at Lincoln University followed by a PhD. in Food Science from the University of Auckland. Stuart's research investigated the effect of oxygen dosage rate on the chemical and sensory properties of red wine during maturation. Since 2005 Stuart has held the position of Wineries Manager for Pernod-Ricard in Hawke's Bay. A principal interest for Stuart is in winery process optimisation through the application of new technology and science. As well as the process efficacy, a major consideration when assessing new technology is the operational requirements and specifically the energy and mass inputs, waste streams and their associated cost.



Kim Thorp is one of four Directors of Assignment Group in N.Z. Assignment is a completely different model to the traditional advertising agency. It's largest account is Tourism N.Z, on which Kim shares creative responsibility and is instrumental in all brand work to all of N.Z.'s core markets. Before Assignment Kim was the Executive Creative Director of Saatchi and Saatchi's Wellington office for 14 years. Through this time it was Australasia's most awarded advertising agency and it was consistently voted amongst the ten best creative agencies worldwide. From 1990 he was a member of Saatchi and Saatchi's worldwide creative board and was Chairman of Saatchi and Saatchi N.Z until he left the network in 2003. He is also joint owner of Black Barn Vineyards in Hawke's Bay N.Z where he now lives.

THURSDAY 20 AUGUST 2009

8.00 am Buses depart conference accommodation
8.00 am Registration desk opens
8.00am Trade Exhibition open

SESSION 1: Conference Opening

9.00 am Welcome from New Zealand Winegrowers, State of the Industry
9.20 am Parliamentary Up-date

9.35 am The View From The Top
10.10 am House Notes

10:20 am Morning tea

SESSION 2: Rabobank Address

11.05 am Introducing the Platinum Sponsor - Rabobank
11.15 am The global wine business - where is it going in these uncertain times.
11.45 am Questions

12.20 pm Lunch

SESSION 3: Control and elimination of Type 3 leaf roll virus in the Gimblett Gravels and in Martinborough

1.35 pm The marketing and financial ramifications if we do not get on top of this problem.
A South African experience in combating/controlling this problem.

Virus certification of vines and the grafted grape vine standard.

Questions

2.45 pm Afternoon tea

3:30 pm SESSION 4: Concurrent Forums

Please choose ONE of the following concurrent forums Please note that numbers are limited

4a. Towards virus elimination - dealing with the vectors

Control of Grapevine Leafroll associated Virus type 3 (GLRaV-3) will require work on three fronts, the Grapevine, The Virus and the insect vector of the virus. This section is an exploratory look at some of the work being done by Plant and Food Research in conjunction with several wineries and vineyards on the insect vector of GLRaV-3, the Mealybugs.

Mealybugs - their biology and control.

Chemical applications to control Mealybug.

Principles and problems related to roguing and replacing strategies.

OR 4b. Hot Off the Press - latest Research

Chemical and Sensory Profiles of Research Wines from New Zealand Pinot noir Regions

Reflective Mulch Effects on the Grapevine Environment and Pinot noir Vine

Effects of hot/cold test and juice/wine pH adjustment on Marlborough Sauvignon Blanc wine protein stabilization

Timing of leaf removal affects Pinot noir Wines

OR 4c. Financial management - how can I make the best use of what I have available?

In the current situation it is essential that grapegrowers and winemakers do everything possible to ensure the financial well being of their business. Phillipa Gardiner a chartered accountant with many years experience working with clients in the Hawke's Bay industry will discuss capital management, budgeting, cost control, the economics of grapegrowing and winemaking and Geoff Hardacre, a banker, will discuss options for sourcing funds. To enable participants to increase their understanding of the issues involved time will be allowed for questions and discussion.

Capital management, budgeting, cost control and the economics of grape growing and winemaking.

Sourcing funds

OR 4d. Sampling and analysing juice and wine - do my results reflect what is actually there?

Grapegrowers and winemakers routinely make decisions based upon the analytical results that they have available. If these results are incorrect there is the potential, in the case of wine, to adversely affect the quality of the product, and in case of grapes, to make incorrect decisions related to yield or quality. This workshop will address the issues of sampling, laboratory procedures and accuracy. Understanding these issues and limitations will enable the practitioner to obtain the most accurate results and understand what weight should be placed on them.

Grape sampling - how accurate is it?

How do my results compare with the results from other wineries?

Laboratory management - what to look out for when analysing juice and wine samples.

OR 4e. Future challenges to pest/disease issues in NZ vineyards

In addition to a predicted overall temperature rise from climate change, other scenarios projected are fewer frosts, more hot days, a change in rainfall patterns, and more extreme weather events. These changes will have a range of significant impacts on winegrowers and their management. This session examines the possible impacts on pest & disease issues in vineyards and on resulting wine quality.

The convergence of climate change and biosecurity threats to future grape pest management.

Implications of climate change for vineyard disease control.

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Chair - Philip Gregan, CEO, NZ Winegrowers, Auckland

Stuart Smith, Chairman, NZ Winegrowers

Hon David Carter, Minister of Agriculture,

Minister of Forestry and the Minister for Biosecurity

Mark Inglis

Philip Manson, Science and Innovations Manager

NZ Winegrowers, Auckland

Trade Exhibition Areas

Sponsor: Rabobank

Chair - Steve Green, Carrick, Central Otago

Rabobank representative

Adam Morris, Senior Analyst, Rabobank

Trade Exhibition Areas

Sponsor: O-I New Zealand

Chair - Simon Hooker, NZ Winegrowers, Auckland

Peter Holley, Mission Estate Winery, Hawke's Bay

Prof. Gerhard Pietersen, Citrus Research International University of Pretoria, South Africa

Geoff Thorpe, Riversun Nursery Ltd, Gisborne

Trade Exhibition Areas

Sponsor: Riversun Nursery Ltd

Chair - Simon Hooker, NZ Winegrowers, Auckland

Vaughn Bell, Plant & Food Research, Hawke's Bay

Peter Lo, Plant & Food Research, Hawke's Bay

Prof. Gerhard Pietersen, Citrus Research International University of Pretoria, South Africa

Sponsor: Plant & Food Research

Chair - Mike Trought, Plant & Food Research, Blenheim

Tanya Rutan, University of Auckland

Olivia Ross, Lincoln University

Regon Hung, Lincoln University

Belinda Kemp, Lincoln University

Chair - Phillipa Gardiner, Trinity Hill Winery, Hawke's Bay

Phillipa Gardiner, Trinity Hill Winery, Hawke's Bay

Geoff Hardacre, Rabobank

Chair - Nick Sage, Eastern Institute of Technology Hawke's Bay

Steve Wheeler, Pernod Ricard, Hawke's Bay

Barry Axon, Hill Laboratories, Hamilton

Audrey Dorsey, Pernod Ricard NZ, Marlborough

Chair - Petra King, Eastern Institute of Technology, Hawke's Bay

Jim Walker, Plant & Food Research, Hawke's Bay

Stephen Hoyte, Plant & Food Research, Hawke's Bay

SESSION 5: Annual General Meetings

- 4.40 pm Session 5A: **Wine Institute of New Zealand** Annual General Meeting
 5.25 pm Session 5B: **New Zealand Grape Growers Council** Annual General Meeting

Pettigrew•Green Arena
 Times are approximate, meetings will run until complete

SESSION 6: Mix and Mingle in the Trades

- 4.40 - 6.30 pm Trade displays open, light food and beverages provided along with the results of the Bragato Wine Awards.

Trade Exhibition Areas**FRIDAY 21 AUGUST 2009**

- 7.45 am Buses depart conference accommodation
 8.00 am Registration Desk opens
 8.00 am Trade Exhibition areas open

Pettigrew•Green Arena
 Pettigrew•Green Arena

SESSION 7: Mapping your vineyard - Precision viticulture

- 8.30 am Further applications of precision viticulture in Australian vineyards.
 8.50 am The range of services available in New Zealand.
 9.10 am The use of precision viticulture at Winegrowers of ARA.
 9.30 am Questions
 9.40am **Morning Tea**

Sponsor: Corbans Viticulture

Chair - Hamish Howard, Frontier Global Ltd
 Tony Proffitt, Precision Viticulture, Australia
 Nick Hoskins, Viticulture and Vine Managers Limited, Martinborough
 Damian Martin, Winegrowers of ARA, Marlborough

Trade Exhibition Areas**SESSION 8: Bragato Address**

- 10.25 am Past, present and future - impacts of research and technology on quality wine production.
 11.15 am Questions

Sponsor: Scarecrow Nets

Chair - Stuart Smith, Chairman, NZ Winegrowers
 Sakkie Pretorius, Managing Director, The Australian Wine Research Institute, Australia

SESSION 9: Reducing energy use in the winery

- 11.25am Yealands Estate - a winery for the 21st century.
 11.45 pm The development of the BEST "tool" for determining winery energy use.
 12.05 pm Minimising energy use in Corbans Hawke's Bay Winery.
 12.25pm Questions
 12.35 pm **Lunch**

Chair - Rod McDonald, Matariki Wines, Hawke's Bay
 Peter Mann, Yealands Estate Wines, Marlborough
 Andrew Barber, The AgriBusiness Group, Auckland
 Stuart Dykes, Corbans Hawke's Bay Winery, Hawke's Bay

Trade Exhibition Areas**2.10 pm SESSION 10: Concurrent Forums**

Please choose ONE of the following concurrent forums
Please note that numbers are limited
10a. Practical Vineyard Management

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, mechanization, timing of operations.... etc.

OR**10b. Mapping your vineyard - case studies**

What is the value in making maps of your vineyard? Maps can be useful for understanding movement of various diseases through vineyard blocks, they can be useful general viticultural tools to show you where the soil, water and vigour differences are across your vineyard and they can help you decide what to do in terms of vineyard management. These case studies will illustrate some of the many uses vineyard maps can be put to.

Generating benefits to vineyards and wineries.

The use of GIS in the Gimblett Gravels/Martinborough Type 3 leaf roll trial.

The use of GIS as an aid in managing my consultancy practice.

OR**10c. Two weeks in the States - NO holiday!**

To get the most out of your two working weeks in America you need to set up, prepare, understand and follow through in a way that gives you and your client satisfaction & the brand pay back. What we hope to do is make it easier & clearer to go forward in a market that is bigger than big & a hard nut to crack.

Do I love my Importer & Distributors, & do they love me?

It wasn't raining when Noah built the ark.

What takes place in the two weeks on the road.

OR**10d. Meeting environmental and climate change pressures**

Today, producing great wine is only part of a successful recipe. Increasingly wine companies need to demonstrate how they are protecting their environment. This session describes one company's actions in this area and then focuses on greenhouse gas (GHG) emissions, which contribute to climate change. Many companies now count their overall emissions and more and more retailers and consumers want to know the emissions of the products they consume. The session outlines these pressures and one company's experience with counting GHGs and gaining carbonZero certification.

Sustainability - Palliser Estate's experience.

Why is GHG accounting becoming so important?

GHG accounting - Wairau River's experience.

OR**10e. The Working Vineyard: Skills & Labour Workshop**

This forum covers labour issues, RSE, and training. This will cover current immigration and labour policy, practical employment strategies, and growers' experiences recruiting and retaining a suitably skilled workforce. Mike Chapman of NZKGI will outline some of the innovative schemes and programmes kiwifruit growers have developed to train and retain staff.

Current immigration and labour policy.

Practical employment strategies including information on the Marlborough experience.

Hawke's Bay labour experiences.

The innovative schemes and programmes kiwifruit growers have developed to train and retain staff.

3.10 pm Afternoon Tea

Chair - Kevyn Moore, Life Member NZGGC
 Rex Sunde, Viticulturist, Artisan Wines, Auckland
 John van der Linden, Principal Viticulturist, Ager
 Sectus Wine Estates, Hawke's Bay
 Gwyn Williams, Williams Hill, Waipara

Tony Proffitt, Precision Viticulture, Australia
 Caine Thompson, Mission Estate Winery, Hawke's Bay

Nick Hoskins, Viticulture and Vine Managers Limited, Martinborough
 Chair - Chris Yorke, Global Marketing Director, NZ Winegrowers, Auckland

Dave Kenny, Mahi Wines, Marlborough
 Dave Nicholas, Wild Earth Wines, Central Otago
 Stu Devine, Stuart Devine, Export Winery Consultant
 Chair - Mal McLennan, Maimai Creek Winery, Hawke's Bay

Allan Johnson, Palliser Estate Wines of Martinborough, Martinborough

Suzie Greenhalgh, Landcare Research New Zealand, Wellington
 Lindsay Parkinson, Wairau River Wines, Marlborough

Chair - Dr John Barker, Manager Policy & Membership, NZ Winegrowers, Auckland

Dr John Barker, Manager Policy & Membership, NZ Winegrowers, Auckland
 Jerf van Beek, Horticulture New Zealand

Chris Howell, Prospect Vineyard, Hawke's Bay
 Mike Chapman, CEO, New Zealand Kiwifruit Growers Inc.

Trade Exhibition Areas

**Please choose ONE of the following concurrent forums
Please note that numbers are limited**

11a. Spray scheduling, residues and the “Grape Futures” Programme

This workshop will address the Spray Schedule 09/10, updates, new products and Pre Harvest Intervals for next season, “Grape Futures” and its implementation. “Ultra low pesticide residue in winegrape production is vital to protect New Zealand’s premium position. “Grape Futures” is aimed at addressing the environmental and economic concerns surrounding agricultural use and pest and disease management, and developing comprehensive pest and disease management protocols to minimise chemical inputs.” from SWNZ Annual Report 2008.

Spray Schedule 09/10 - updates, new products and Pre Harvest Intervals for next season. Your chance to ask the hard questions on the spray programme.

The concepts of Grape Futures and effective application of sprays.

Grape Futures and zero residues.

OR 11b. Brettanomyces

Unchecked *Brettanomyces* has the potential to wreck havoc, especially in red wines. This workshop will discuss problems associated with this organism and some strategies that have been used successfully, both locally and internationally, to effectively manage Brett. The use of PCR in the detection of *Brettanomyces* and other spoilage organisms will also be covered.

Keeping on top of Brett.

Global experiences related to Brettanomyces.

The use of PCR in the detection of Brettanomyces and other spoilage organisms.

OR 11c. Energy efficiency in the winery and the use of the BEST tool.

This workshop follows on from the seminar last December on “Improving Energy Use in Wineries” where the New Zealand version of the BEST (Benchmarking Energy and Water Savings Tool) tool was discussed. Preliminary results from the use of this tool in the 2009 vintage will be presented. In addition a panel of winemakers, from wineries where a significant amount of time and resources have been applied to lowering energy use, will be available to answer submitted questions based on their experiences on how to lower energy use.

Use of the BEST tool in the 2009 vintage.

Panel to answer questions and provide recommendations based on submitted questions. (Question box available at Conference Registration desk).

OR 11d. Composting and mulching

The New Zealand grape and wine industry produces a considerable quality of organic waste. This workshop will examine the advantages of composting this material and using it in the vineyard. These advantages of composting must be weighed against the regulatory requirements.

Topics that will be covered include:

- the beneficial impact on soil moisture retention, nutrient supply, yeast available nitrogen and soil temperature.
- the value of composts in contributing to soil health in vineyards.
- experience of viticulturists in using compost for soil structure and vine health.
- a case study looking at the benefits & the pitfalls that need to be overcome in using composting & mulches successfully.

Summary of findings. Waste based on research into mulch and composting of vineyard and winery waste.

The Seresin experience.

Experiences gained from large scale composting.

OR 11e. A case study of control of grapevine leafroll disease on Vergelegen, South Africa

Last year when he was in New Zealand as a guest of NZ Winegrowers, Prof Pieterse presented his work on virus control and removal, and as not very many people had the opportunity to attend then, we now have Prof Pieterse here again to re-present this important and innovative work. For anyone concerned about virus in their vineyards, this presentation is a must-see.

A case study of control of grapevine leafroll disease on Vergelegen, South Africa

OR 11f. Tour of Eastern Institute of Technology Winery and laboratory facilities

Chair - Philip Manson, Science and Innovations Manager, NZ Winegrowers, Auckland

Rex Sunde, Artisan Wines, Auckland

Jim Walker, Plant & Food Research, Hawke’s Bay
Graham Bartleet, Pernod Ricard NZ, Hawke’s Bay

Chair - Warren Gibson, Trinity Hill Winery, Hawke’s Bay

Warren Gibson, Trinity Hill Winery, Hawke’s Bay

Lisa Van de Water, Vinotec Napa, USA

John Mackay, Linnaeus Ltd, Gisborne

Chair - Andrew Barber, The AgriBusiness Group, Auckland

Andrew Barber, The AgriBusiness Group, Auckland

Matt Dicey, Mt Difficulty Wines, Central Otago

Cath Oates, Marlborough Vintners, Marlborough

Stuart Dykes, Corbans Hawke’s Bay Winery, Hawke’s Bay

Sponsor: Agrisea New Zealand Ltd

Chair - Rob Agnew, Plant & Food Research, Marlborough Research Centre

Rob Agnew, Plant & Food Research, Marlborough Research Centre

Colin Ross, Seresin Estate, Marlborough

Rob Fenwick, Living Earth and Chairman, National Waste Advisory Board, Auckland

Chair - Simon Hooker, NZ Winegrowers, Auckland

Prof. Gerhard Pieterse, Citrus Research International, University of Pretoria, South Africa

Diane Marshall, Eastern Institute of Technology, Hawke’s Bay

Hawke’s Bay Dining Experience (Spaces Limited)

6.30 pm A. Craggy Range Terrôir Restaurant

At Craggy Range the restaurant is called “Terrôir” – its name reflecting that food, the vineyard’s wine and its culture, come together sublimely, in a unique and dramatic setting. The emphasis is on local produce, prepared sensitively and cooked by skilled people who are passionate about quality food, presented in a style which is simple and real. You will be collected and returned to the conference accommodation by coach. Cost \$85.00 Wine not included, No BYO.

6.45 pm B. Mission Estate Winery

You will be collected from the conference accommodation by coach and taken to the multi award wining Mission Estate Winery restaurant. Before enjoying your suburb three course meal, Paul Mooney, the Chief Winemaker will give a brief presentation on the wine produced by New Zealand’s oldest winery. Dinner will be held in the Chapel with its high vaulted ceilings, arched windows and wood paneling, this recently renovated venue is well known for its unique historical significance. Cost \$80.00 Wine not included, No BYO.

SATURDAY 22 AUGUST 2009

8.00am Buses depart conference accommodation in **Ahuriri & West Quay only** for War Memorial Conference Centre (opposite Century Theatre)
Those staying in city accommodation, please make your own way to the War Memorial Conference Centre or the Century Theatre.

SESSION 12: Concurrent Sessions

9.30 am **12a. Silver Secateurs and Markhams Young Viticulturist**
9.15 am Buses depart the Marine Parade entry of the Century Theatre for Mission Estate Winery.

12.00 pm **12b. Lunch**
12.00 pm Markhams Young Viticulturist Horty Sport

12.30 pm Prize Giving (Silver Secateurs)
1.00 pm Buses return to Ahuriri & West Quay accommodation and the War Memorial Conference Centre.

OR **12c. Research Report - Understanding disease control in grape growing - Current research on Botrytis and Sour Rot**

8.30 am "Low-Impact Disease Control" - New approaches to botrytis management
8.50 am "Under the Radar - Sour Rot" - RA Fullerton, SG Casonato, J Mackay and TS Lupton.

9.10 am Botrytis, Slipskin and Sour Rots: how can we improve control?
9.30 am Questions

SESSION 13: Wine Tourism

9.40 am The evolution of food and wine tourism in Hawke's Bay since 1990.
10.05 am The importance of wine tourism to Waiheke Island.
10.30 am Questions

SESSION 14: Conference Closure

SESSION 15: Bragato Wine Awards Tasting

10.45 am Chief judges report

10.50 am-3.00 pm Bragato Wine Awards Tasting

12.00 pm **Lunch - Bragato Wine Awards Tasting**

3.00 pm Buses depart from the War Memorial Conference Centre for Ahuriri and West Quay accommodation

12.30 pm SESSION 16: Hawke's Bay Optional Tours

12.30 pm-3.40 pm **16a: Enhancing Visitor Value to Enhance Business Value**
Attracting and delighting visitors is a key element in achieving profitability for wine businesses. Following on from Kim Thorp's presentation "The evolution of food and wine tourism in Hawke's Bay since 1990", there will be a hosted tour offering practical insight by visiting 3 distinct wine attractions, The Big Picture (NZ Wine Centre), Church Road Winery and Black Barn. Participants will experience some of the key features to each attraction and learn, from key staff, some of the opportunities and challenges associated with creating a compelling experience for the visitor. The tour will be hosted by independent wine specialist, Geoff Wilson, of Convivium. Geoff was Hawke's Bays inaugural Cellar Door Personality of the Year and he regularly provides consultancy on enhancing the visitor experience to Hawke's Bay wineries. Between visits, Geoff will share some of his experiences and 'tricks of the trade' to encourage 'added visitor value' as the responsibility of all wine staff, not just the sales team \$45.00.

1.00 pm - 4.15 pm **16b: Hawke's Bay Syrah Tasting at Eastern Institute of Technology sensory lab.**
Taste Syrah's from Hawke's Bay and discuss the characteristics in an informal setting. The session includes a finger food lunch prior to the tasting. Numbers strictly limited. Coaches depart from War Memorial Conference Centre at 1.00 pm and return to the conference accommodation at approx 4.15 pm \$35.00.

7.00 pm SESSION 17: Bragato Dinner

6.45 pm Buses depart conference accommodation

7.00 pm Pre dinner Drinks

Bragato Dinner
MC - Greg Ward

7.30 pm Following the prestigious Awards ceremony, you will be entertained by Naked Gun

Buses will return to conference hotels/motels from 11.00 pm until 12.15 pm

Presentation of:

Industry Awards

Markhams Young Viticulturist Finalists

Bragato Trust - Fellowship Study Grant

Bragato Wine Awards:

Friedrich Wohnsiedler Trophy Bill Irwin Trophy

New Zealand Wine Cellars Trophy Alan Limmer Trophy

Mike Wolter Memorial Trophy Brother Cyprian Trophy

Tom McDonald Memorial Trophy Richard Smart Trophy

Bragato Trophy

Mission Estate Winery, Church Road, Taradale
Sponsors: Fruitfed Supplies, Bahco

Order your lunch when you register to ensure that you are catered for at the finals of these two national level competitions.

Century Theatre, Marine Parade, Napier

Sponsor: BASF

Chair - Simon Hooker, New Zealand Winegrowers, Auckland

Rob Beresford, Plant & Food Research, Mount Albert
Bob Fullerton, Plant & Food Research, Mount Albert

Trevor Lupton, Lewis Wright, Gisborne

Chair - Nick Sage, Eastern Institute of Technology
Hawke's Bay

Kim Thorp, Assignment Group

Nick Lewis, University of Auckland, Auckland

Chair - Stuart Smith, Chairman, NZ Winegrowers

Chair - Stuart Smith, Chairman, NZ Winegrowers

Larry McKenna, Escarpment Vineyard, Martinborough

War Memorial Conference Centre, Marine Parade, Napier

Lunch can be ordered when you register; an ideal opportunity to compare your tasting notes with fellow delegates

Pettigrew-Green Arena

Dress: Formal - no jeans please

Bragato Wine Awards Sponsor: O-I New Zealand

REGISTRATION PROCESS

HOW TO REGISTER

You can -

- Register online on www.bragato.org.nz
- or Fill in the Registration Form accompanying this Registration Brochure and either mail or fax to 06 833 7447
- or Download a Registration Form from www.bragato.org.nz and complete and either mail or fax to 06 833 7447
- Please keep a copy for your records.
- Send completed forms with payment to:
Romeo Bragato Conference
PO Box 12097
Ahuriri
Napier, 4144

Full, Delegate and Media Registration Fee includes satchel, technical sessions and forums, industry exhibition, teas and lunches, Mix and Mingle in the Trades and Bragato Wine Awards Tasting.

Student Registration Fee includes satchel, technical sessions and forums (subject to availability - full registrants get priority), industry exhibition, teas and lunches, Mix and Mingle in the trades and Bragato Wine Awards Tasting.

Exhibitor Registration Fee includes teas and lunches and Mix and Mingle in the trades.

Acknowledgement of all registrations will be given in writing either via email or post. If you do not receive acknowledgement please contact the team at Encore Events.

Early Bird Registrations close 17 July 2009 - Registrations Close 7 August 2009

HOW TO PAY

- Credit card - Visa or Mastercard
- Direct Credit - Westpac, Taradale Branch, 277 Gloucester Street, Taradale, Napier, 4112
Account 03-0631-0224465-000
Please quote your full name or company when making payment
- Cheque payable to **"Romeo Bragato Conference"**

ACCOMMODATION

Please complete the accommodation section on the registration form. These rates are only available if your booking is made through the Conference Organisers. A minimum deposit of \$100 per room must accompany bookings. Accommodation will be allocated on a first come first served basis. After 17 July 2009 we cannot guarantee accommodation availability as any unallocated rooms will be released back to the hotel/motel. Please advise the Conference Organisers of any changes and **not** the hotel/motel directly. The balance of the account is to be settled with the hotel/motel by the delegate on departure. Confirmation of your hotel/motel booking will be included with your registration confirmation.

TRAVEL

Transport to and from the venue will be available from the named conference accommodation. Delegates should make their own travel arrangements to and from Napier, either by air or vehicle. The Napier Airport is about a 15 minute trip from the Conference Venue/Accommodation. Delegates are asked to organise their own transport to and from the Airport.

CANCELLATION POLICY

Once confirmation of your registration has been sent, the cancellation policy takes effect.

1. A refund of Registration Fees less administration fee of \$48.00 + GST will be made for cancellations received in writing by 7 August 2009. The cancellation fee is still payable even if registration fees have not been paid.
2. Refunds after 7 August 2009 will be at the discretion of the Organising Committee.
3. If fees have not been paid prior to conference, and the registrant is unable to attend, the registrant is responsible for, and will be invoiced for costs accordingly.
4. If, for reasons beyond the control of the Organisers, the Conference is cancelled, registration fees will be refunded after deduction of expenses already incurred.
5. Hotel/Motel cancellation fees vary. The organisers will advise you of any costs upon receipt of your cancellation.

CONFERENCE ORGANISERS

Encore Events
PO Box 12097
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DISCLAIMER

In the event of industrial disruption or other unforeseen circumstances that disrupt the conference, the conference organisers accept no responsibility.

The information in this registration brochure is correct at the time of publication. However, the conference organisers reserve the right to change information.

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