Keep New Zealand stink bug free

Look for black & white banding on the antennae

Look for black & white banding on the sides of the abdomen

The brown marmorated stink bug is a pest that infects homes, ruins gardens, and stinks when crushed. It could also destroy our fruit and vegetable industries. It’s not in New Zealand yet, and we want to keep it that way. If you see one, don’t kill it. Catch it, take a photo, and call us.

For more information: biosecurity.govt.nz/stinkbug

CATCH IT  SNAP IT  REPORT IT  PEST HOTLINE 0800 80 99 66
Editorial

From the Board - Chair’s Report

Tasman Crop Met Report

Industry Pioneer - Dr Rengasamy Balasubramaniam

Generation Y-ine - Natalie Christensen

Biosecurity Watch - Chilean Needle Grass

Industry News

ANZ Wine Happenings

Labour & Skills
Marlborough is about to get smart and connected in its approach to labour and skills shortages, with the launch of a programme to tap into insights and experiences from schools, training organisations, employers and government agencies.

Earthquake Recovery
Two years after the Kaikoura earthquake, Pernod Ricard’s Riverlands winery has been transformed, with catwalks abolished, telemetric analysis installed, thicker stainless steel, deeper concrete and stouter tanks with sacrificial fuses.

Cellar Door Competition
A great cellar door requires a great team, says Forrest Wines’ cellar door coordinator Rosie Broadbridge, following the company’s win at the Wine Marlborough Cellar Door of the Year awards. Cellar Door Personality of the Year went to Whitehaven’s Karen Marchant.

Cover:
Read about Dr Rengasamy Balasubramaniam, winner of Wine Marlborough’s 2018 Lifetime Achievement Award, on page 12. Photo Jim Tannock.
HML - the recipe for success.

### Bud burst to pre-flowering (10-14 day interval)

<table>
<thead>
<tr>
<th>Growth stage</th>
<th>Prebud to budburst</th>
<th>First leaf separated from shoot tip</th>
<th>2-3 leaf shoots 2-4cm long</th>
<th>4 leaf</th>
<th>6-7 leaf</th>
<th>8-10 leaf single flower</th>
<th>12 leaf, inflor. Well developed, single flower sep.</th>
</tr>
</thead>
<tbody>
<tr>
<td>EL</td>
<td>1-4</td>
<td>7</td>
<td>9</td>
<td>11</td>
<td>12-14</td>
<td>14-15</td>
<td>15-16</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Product</th>
<th>Rate / 100L</th>
<th>HML Silco</th>
<th>Silco</th>
<th>Silco</th>
<th>Silco</th>
<th>Silco</th>
<th>Silco</th>
<th>Silco</th>
<th>Silco</th>
<th>Silco</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sulphur</td>
<td>label</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td>label</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Protector</td>
<td>500ml</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HML32</td>
<td>1.25L</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nutrients</td>
<td>label</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lime Sulphur</td>
<td>3.5-7%</td>
<td>see notes</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

### Pre-flowering to PBC (7-10 day interval)

<table>
<thead>
<tr>
<th>Growth stage</th>
<th>14 leaf, cap colour fading</th>
<th>16 leaf, beg. flowering</th>
<th>50% capfall</th>
<th>80% - 100% capfall</th>
<th>Fruitset-Pea</th>
<th>Pea size 4mm</th>
<th>Pea size 7mm</th>
<th>PBC</th>
</tr>
</thead>
<tbody>
<tr>
<td>EL</td>
<td>18</td>
<td>19</td>
<td>23</td>
<td>25-26</td>
<td>27</td>
<td>29</td>
<td>31</td>
<td>32</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Product</th>
<th>Rate / 100L</th>
<th>HML Silco</th>
<th>Silco</th>
<th>Silco</th>
<th>Silco</th>
<th>Silco</th>
<th>Silco</th>
<th>Silco</th>
<th>Silco</th>
<th>Silco</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sulphur</td>
<td>label</td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Copper</td>
<td>label</td>
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</tr>
<tr>
<td>Protector</td>
<td>500ml</td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HML32</td>
<td>1.25L</td>
<td>HML32</td>
<td>HML32</td>
<td>HML32</td>
<td>HML32</td>
<td>HML32</td>
<td>HML32</td>
<td>HML32</td>
<td>HML32</td>
<td>HML32</td>
</tr>
<tr>
<td>Nutrients</td>
<td>label</td>
<td>Seaweed</td>
<td>Seaweed</td>
<td>Seaweed</td>
<td>Seaweed</td>
<td>Magnesium</td>
<td>Seaweed</td>
<td>Seaweed</td>
<td>Seaweed</td>
<td>Tr. elements</td>
</tr>
</tbody>
</table>

### Post PBC to veraison (10-14 day interval)

<table>
<thead>
<tr>
<th>Growth stage</th>
<th>Berries still hard and green</th>
<th>Earwn</th>
<th>Verasion</th>
</tr>
</thead>
<tbody>
<tr>
<td>EL</td>
<td>33</td>
<td>34</td>
<td>35</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Product</th>
<th>Rate / 100L</th>
<th>HML Silco</th>
<th>Silco</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sulphur</td>
<td>label</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Copper</td>
<td>label</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Protector</td>
<td>500ml</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HML32</td>
<td>1.25L</td>
<td>HML32</td>
<td></td>
</tr>
<tr>
<td>Nutrients</td>
<td>label</td>
<td>Seaweed</td>
<td></td>
</tr>
</tbody>
</table>

1. Lime sulphur only needs to be applied if the previous season had high powdery mildew infection and/or erinose mites.
2. Recover after rain.
3. Applications of copper provides phomopsis and downy mildew control. Note that further copper applications may be required where the downy mildew pressure is high.
4. Early applications of HML Silico helps build plant strength and crop resilience.
5. HML32 mix at EL18 and EL 25 are important applications that brackets flowering. Provides powdery mildew prevention and eradication control as well as botrytis control.
6. If the flowering period is longer than 7 days or is wet, apply Protector mix to maintain powdery mildew cover.
7. For a month after Fruitset EL27 (when plant is still susceptible to powdery mildew), cover at 7 day intervals (10 day maximum) with HML32 mix alternating with Protector mix. If under pressure, use HML32 mix instead of Protector mix.
8. The HML32, sulphur and Silco mix prevents and eradicates powdery mildew.
9. Where there is existing powdery mildew infection, an alternative mix is HML32, copper and HML Potum (potassium bicarbonate).
10. At EL35-36, the application of HML32 can provide botrytis resilience and enhancement maturity. See notes on website for accurate timings for white and red grapes.
11. All HML products are alkaline. Take care when selecting copper and nutrient products to avoid tank mix incompatibility and plant damage. Read the label of HML products.
12. Magnesium sulphate is in most cases compatible with the Protector, HML Silico and sulphur mix. Jar test recommended. Not compatible with HML32.
13. If other trace element applications are required, an extra application round will be required or alternatively drop Protector out of the mix.

Contact Chris Henry on: chris@henrymanufacturing.co.nz or call 06 874 2921 or 027 294 1490 Visit us: www.henrymanufacturing.co.nz

The road to resilience. Without residues. Without toxicity. Without resistance issues.
From the Editor

It’s been a little over two years since Marlborough wineries were shaken by the magnitude 7.8 Kaikoura earthquake, which ripped the state highway in half, crumpled many tanks, and led companies to rethink their winery’s seismic safety. The industry didn’t cry over spilt wine, thankful instead that the quake struck just after midnight, so there was damage but not injury.

This month Winepress checks out Pernod Ricard’s Riverlands winery to see what recovery looks like, with catwalks out and telemetric analysis in, so that the facility is safer and smarter, says Jamie Marfell on page 20. “We are working towards a ground level winery.”

Rebuilding tank space is just part of the post-quake journey, and researchers behind a three-year study funded by the Ministry for Primary Industries’ Earthquake Relief Fund have recognised transport logistics as an “essential component” to strengthening the resilience of the wine industry (see pg 23). “Transport issues are really going to be one of the top areas to address,” they say.

Planning ahead is also key to ensuring Marlborough’s wine industry has enough labour and skills to sustain its growth. With 85% of Marlborough’s employers flagging job vacancies, and 80% saying they are difficult, very difficult or impossible to fill, the market is already tight. Wine Marlborough advocacy manager Vance Kerslake, who has released results from a recruitment survey, says the problem is hitting all industries in the region (pg 16). However, a new cross-sector approach has potential to ensure Marlborough retains and trains people in this region, and attracts those from around the country and abroad, he says. “Everyone from industry and training organisations, to council and government is keen to do something about it.”

On a lighter note, this edition celebrates the success of Forrest Wines, which won the Wine Marlborough Cellar Door of the Year awards, and of Karen Marchant of Whitehaven, who won Personality of the Year. They and so many other stellar cellar doors and smiling hosts will help showcase Marlborough this summer.

Have a wonderful Christmas, New Year and growing season.

SOPHIE PREECE
Chair’s Report

Marlborough will be the world’s greatest wine region

TOM TROLOVE

“If you don’t know where you’re going, any road will take you there.” Lyrics from the song Any Road, by George Harrison.

OVER THE past 10 years, Marlborough wine has come through some incredible challenges, from oversupply and earthquakes, to record export growth and world-class recognition.

However, the global wine industry does not sit still, and nor should Wine Marlborough. We need to constantly evolve and change to meet the demands and expectations of our members. A new generation of wine consumers expects our industry to be there and be relevant to them, so we must not be complacent.

The board has recognised this, and over the first six months of 2018, it worked with the Wine Marlborough team to develop a three year Strategic Plan that provides clarity and alignment on our purpose, goals, business model and top priorities.

At the heart of the Strategic Plan is the Greatest Imaginable Challenge (GIC) - that ‘Marlborough will be the world’s greatest wine region’. Every good strategy needs an audacious goal, and this one is within our reach if the organisation, industry and region get on board.

As George Harrison pointed out, “if you don’t know where you’re going, any road will take you there”. The Strategic Plan is about pinpointing our destination and following our roadmap. To ensure we do both, the board worked with the Wine Marlborough team and Jamie Fitzgerald, of Inspiring Performance in Wellington, using three focused workshops to get the best contributions from the board and team. We began by identifying our customers (all Wine Marlborough members) and continued by detailing our consumers, partners, stakeholders and citizens. We then set a foundation by answering three key questions:

• What is the value our organisation creates? (Purpose and goals)
• Where do we play and how do we win? (Business model and strategy)
• What priorities do we focus on and how do we maintain momentum? (Measurement and culture)

Over several days, the group was challenged to identify and articulate the character, beliefs and purpose of our organisation. This resulted in our ‘Purpose on a Page’ (see page 5) which sets out who we are, why we exist, what we stand for and what we are going to achieve.

With this direction set, it was then down to the tough task of fleshing out the detail - the roadmap that will make our GIC a reality.

As a result, the Wine Marlborough team has built a work plan that aligns all their efforts around six key challenges:

• Protect Marlborough’s wine brand
  • Directly address rogue behaviour
  • Protect our members’ rights to grow, produce, market and sell Marlborough wine
  • Ensure members’ views are heard loud and clear
  • Take a leadership role to resolve issues impacting on members

• Grow our member engagement
  • Our relationships with member decision-makers allow us to influence change more easily
  • Showcase examples of great collaboration by our members
  • Wine Marlborough team and board live up to and are measured against our character statements

“We need to constantly evolve and change to meet the demands and expectations of our members.”
Purpose
WHY WE EXIST

Proudly standing up for, and building, the reputation of Marlborough’s wine region

Beliefs
WHAT WE STAND FOR

✓ Providing leadership in times of opportunity, challenge, and success
✓ Future proofing the success of our members
✓ Being a window for the world to fall in love with Marlborough
✓ Celebrating a great Marlborough wine-growing community
✓ Selling Marlborough as a great place to work, live and play
✓ Supporting members to gain and retain new talent

What we are going to achieve

Marlborough will be the world’s greatest wine region

✓ Our communication with members is specific and relevant to that member’s need
✓ Relentlessly share the Marlborough wine story
  o The Wine Marlborough Ltd story is clear and understood by customers, stakeholders and partners
  o The Marlborough wine story (past, present and future) is clear and understood by customers, users/consumers, stakeholders, citizens
✓ Consistent and clear messages are embedded in all of our communications and website
✓ We celebrate and share on-brand behaviour by members
✓ Create and sustain workforce availability
  o Undertake forecasting and research to inform our thinking and guide our work programmes
  o Grow Marlborough’s wine industry workforce by influencing employers, educators, gatekeepers and governments
✓ Collaborate with partners so Marlborough is recognised as a great place to work, live and play

• Generate sustainable funding
  o Events risks are understood, and revenue is protected where possible
  o Profit targets are set for activities
  o User pays activity opportunities are assessed as part of the strategy
  o We understand our future funding options

• Achieve sector-wide clarity on roles and responsibilities
  o We understand our purpose and strategy and share that with others
  o We know where our role crosses over with other organisations and when it does not we can minimise our involvement or say “no”
  o We carefully define our roles and responsibilities to help with clarity
  o Members understand our team’s roles and responsibilities

Simply put, if we are not standing up for our beliefs and tackling our challenges, we are not working on Wine Marlborough business. The Wine Marlborough team has collectively owned the strategy and the challenges it poses, and I am excited by the direction we are taking.

If you were at the recent Marlborough Wine Show Long Lunch - a celebration of the province’s wine, people, and industry - you’ll have seen the plan in action, at an event that supports and grows our member engagement and showcases a great Marlborough winegrowing community. That’s just a taste of what’s to come.

Wine Marlborough’s Annual Report is available online at www.wine-marlborough.co.nz
Unfortunately there was a mix up in last month’s Winepress and instead of the October Met Report being included, the August Met Report was repeated. For that reason some of the October summary is included this month.

### Table 1: Blenheim Weather Data – October 2018

<table>
<thead>
<tr>
<th></th>
<th>October 2018</th>
<th>October 2018 compared to LTA</th>
<th>October LTA</th>
<th>Period of LTA</th>
<th>October 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>GDD’s for month -Max/Min¹</td>
<td>118.3</td>
<td>114%</td>
<td>103.7</td>
<td>(1996-2017)</td>
<td>121.1</td>
</tr>
<tr>
<td>GDD’s for month – Mean²</td>
<td>118.4</td>
<td>106%</td>
<td>111.5</td>
<td>(1996-2017)</td>
<td>126.1</td>
</tr>
<tr>
<td>Growing Degree Days Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Jul – Oct 18 – Max/Min</td>
<td>205.8</td>
<td>109%</td>
<td>188.0</td>
<td>(1996-2017)</td>
<td>228.7</td>
</tr>
<tr>
<td>Jul - Oct 18 – Mean</td>
<td>252.5</td>
<td>105%</td>
<td>239.7</td>
<td>(1996-2017)</td>
<td>271.0</td>
</tr>
<tr>
<td>Mean Maximum (°C)</td>
<td>19.0</td>
<td>+0.7°C</td>
<td>18.3</td>
<td>(1986-2017)</td>
<td>19.2</td>
</tr>
<tr>
<td>Mean Minimum (°C)</td>
<td>8.4</td>
<td>+0.6°C</td>
<td>7.8</td>
<td>(1986-2017)</td>
<td>8.6</td>
</tr>
<tr>
<td>Mean Temp (°C)</td>
<td>13.7</td>
<td>+0.6°C</td>
<td>13.0</td>
<td>(1986-2017)</td>
<td>13.9</td>
</tr>
<tr>
<td>Grass Frosts (&lt; -1.0°C)</td>
<td>2</td>
<td>Equal</td>
<td>2.1</td>
<td>(1986-2017)</td>
<td>Nil</td>
</tr>
<tr>
<td>Air Frosts (°0°C)</td>
<td>0</td>
<td>Equal</td>
<td>0.1</td>
<td>(1986-2017)</td>
<td>Nil</td>
</tr>
<tr>
<td>Sunshine hours</td>
<td>266.1</td>
<td>116%</td>
<td>229.0</td>
<td>(1986-2017)</td>
<td>247.4</td>
</tr>
<tr>
<td>Sunshine hours – lowest</td>
<td></td>
<td></td>
<td>140.7</td>
<td>1983</td>
<td></td>
</tr>
<tr>
<td>Sunshine hours – highest</td>
<td></td>
<td></td>
<td>259.6</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>Sunshine hours total – 2018</td>
<td>2070.2</td>
<td>103%</td>
<td>2003.6</td>
<td>(1986-2017)</td>
<td>2038.9</td>
</tr>
<tr>
<td>Rainfall (mm)</td>
<td>33.8</td>
<td>57%</td>
<td>59.5</td>
<td>(1986-2017)</td>
<td>32.4</td>
</tr>
<tr>
<td>Rainfall (mm) – lowest</td>
<td></td>
<td></td>
<td>2.3</td>
<td>1961</td>
<td></td>
</tr>
<tr>
<td>Rainfall (mm) – highest</td>
<td></td>
<td></td>
<td>16.0</td>
<td>2001</td>
<td></td>
</tr>
<tr>
<td>Rainfall total (mm) – 2018</td>
<td>693.4</td>
<td>128%</td>
<td>540.0</td>
<td>(1986-2017)</td>
<td>553.4</td>
</tr>
<tr>
<td>Avg. Daily Windrun (km)</td>
<td>229.6</td>
<td>77%</td>
<td>256.3</td>
<td>(1996-2017)</td>
<td>254.1</td>
</tr>
<tr>
<td>Mean soil temp – 10cm</td>
<td>12.6</td>
<td>+0.6°C</td>
<td>12.0</td>
<td>(1986-2017)</td>
<td>13.7</td>
</tr>
<tr>
<td>Mean soil temp – 30cm</td>
<td>14.8</td>
<td>+1.2°C</td>
<td>13.6</td>
<td>(1986-2017)</td>
<td>14.8</td>
</tr>
</tbody>
</table>

¹GDD’s Max/Min are calculated from absolute daily maximum and minimum temperatures
²GDD’s Mean are calculated from average hourly temperatures

### October 2018 weather

October 2018 was warm, with well above average sunshine hours and well below average rainfall and wind-run.

### Temperature

October’s mean temperature of 13.7°C was 0.6°C warmer than the long-term average (LTA). October probably didn’t feel like a warm month as there were a number of ups and down in weekly temperatures as indicated in Table 2. The seven day period from 12 to 18 October was cool, with a mean temperature of 11.4°C, 1.7°C below the October LTA mean. However, the next seven days from 19 to 25 October were very warm, with a mean temperature of 16.5°C, 3.4°C above the October LTA mean.

The warmest maximum temperature of 25.9°C was recorded on 20 October 2018. The coolest minimum temperature of 1.2°C was recorded on 13 October 2018.

In five of the six years 2013 to 2018, the October mean temperature has been well above average (2014 below average). However, in the 11 years 2002 to 2012, the mean October temperature was never above average.

### Rainfall

Blenheim recorded 33.8 mm rain during October, 57% of the LTA. However, total rainfall for the first 24 days was only 6.0 mm, recorded over the 11th and 12th October. 27.8 mm (82% of the month’s total) rain was recorded over five of the last seven days of October. The highest one day total was 18.8 mm recorded on 25 October.

### Sunshine

November 2018 recorded an above average mean temperature, above average rainfall, below average sunshine hours and wind-run.
Table 2: Weekly weather data during October 2018

<table>
<thead>
<tr>
<th>Date</th>
<th>Mean Max (°C)</th>
<th>Mean Min (°C)</th>
<th>Mean (°C)</th>
<th>Deviation</th>
<th>Rainfall (mm)</th>
<th>Sunshine (hours)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st - 7th</td>
<td>18.4</td>
<td>10.1</td>
<td>14.3</td>
<td>(+1.2)</td>
<td>0.0</td>
<td>61.4</td>
</tr>
<tr>
<td>8th - 14th</td>
<td>17.3</td>
<td>6.7</td>
<td>12.0</td>
<td>(-1.1)</td>
<td>6.0</td>
<td>57.3</td>
</tr>
<tr>
<td>15th - 21st</td>
<td>20.5</td>
<td>8.1</td>
<td>14.3</td>
<td>(+1.2)</td>
<td>0.0</td>
<td>74.2</td>
</tr>
<tr>
<td>22nd - 28th</td>
<td>20.7</td>
<td>8.8</td>
<td>14.7</td>
<td>(+1.6)</td>
<td>22.4</td>
<td>60.6</td>
</tr>
<tr>
<td>29th – 31st</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(3 days)</td>
<td>16.8</td>
<td>8.6</td>
<td>12.7</td>
<td>(-0.4)</td>
<td>5.4</td>
<td>12.6</td>
</tr>
<tr>
<td>1st – 31st</td>
<td>19.0</td>
<td>8.4</td>
<td>13.7</td>
<td>(+0.6)</td>
<td>33.8</td>
<td>266.1</td>
</tr>
<tr>
<td>October 2018</td>
<td>(+0.7)</td>
<td>(+0.6)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(1986 – 2017)</td>
<td>18.3</td>
<td>7.8</td>
<td>13.1</td>
<td>(+0.6)</td>
<td>59.5</td>
<td>229.0</td>
</tr>
</tbody>
</table>

LTA – Long Term Average

November November 2018 compared to LTA

<table>
<thead>
<tr>
<th>GDD’s for:</th>
<th>November 2018</th>
<th>November 2018 compared to LTA</th>
<th>November 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Month – Max/Min¹</td>
<td>152.3</td>
<td>105%</td>
<td>145.1</td>
</tr>
<tr>
<td>Month – Mean²</td>
<td>155.7</td>
<td>107%</td>
<td>145.9</td>
</tr>
<tr>
<td>Growing Degree Days Total</td>
<td>358.1</td>
<td>107%</td>
<td>333.1</td>
</tr>
<tr>
<td>Jul - Nov 18 – Max/Min</td>
<td>408.2</td>
<td>106%</td>
<td>386.6</td>
</tr>
<tr>
<td>Jul - Nov 18 – Mean</td>
<td></td>
<td></td>
<td>425.9</td>
</tr>
<tr>
<td>Mean Maximum (°C)</td>
<td>19.9</td>
<td></td>
<td>19.9</td>
</tr>
<tr>
<td>Mean Minimum (°C)</td>
<td>10.3</td>
<td>+0.9°C</td>
<td>9.4</td>
</tr>
<tr>
<td>Mean Temp (°C)</td>
<td>15.1</td>
<td>+0.4°C</td>
<td>14.7</td>
</tr>
<tr>
<td>Grass Frosts (&lt;= -1.0°C)</td>
<td>1</td>
<td>-</td>
<td>0.50</td>
</tr>
<tr>
<td>Air Frosts (0.0°C)</td>
<td>0</td>
<td>Equal</td>
<td>0</td>
</tr>
<tr>
<td>Sunshine hours</td>
<td>219.4</td>
<td>92%</td>
<td>241.1</td>
</tr>
<tr>
<td>Sunshine hours – lowest</td>
<td></td>
<td>92%</td>
<td>159.9</td>
</tr>
<tr>
<td>Sunshine hours – highest</td>
<td>322.5</td>
<td>97%</td>
<td>322.5</td>
</tr>
<tr>
<td>Sunshine hours total – 2018</td>
<td>2289.6</td>
<td>102%</td>
<td>2244.7</td>
</tr>
<tr>
<td>Rainfall (mm)</td>
<td>47.3</td>
<td>132%</td>
<td>49.5</td>
</tr>
<tr>
<td>Rainfall (mm) – lowest</td>
<td></td>
<td>132%</td>
<td>4.6</td>
</tr>
<tr>
<td>Rainfall (mm) – highest</td>
<td>154.6</td>
<td>100%</td>
<td>154.6</td>
</tr>
<tr>
<td>Rainfall total (mm) – 2018</td>
<td>756.0</td>
<td>128%</td>
<td>589.5</td>
</tr>
<tr>
<td>Evapotranspiration – mm</td>
<td>109.1</td>
<td>88%</td>
<td>123.2</td>
</tr>
<tr>
<td>Avg. Daily Windrun (km)</td>
<td>245.0</td>
<td>81%</td>
<td>304.4</td>
</tr>
<tr>
<td>Mean soil temp – 10cm</td>
<td>15.3</td>
<td>+0.3°C</td>
<td>15.0</td>
</tr>
<tr>
<td>Mean soil temp – 30cm</td>
<td>16.9</td>
<td>+0.3°C</td>
<td>16.6</td>
</tr>
</tbody>
</table>

¹GDD’s Max/Min are calculated from absolute daily maximum and minimum temperatures
²GDD’s Mean are calculated from average hourly temperatures

15 November with a maximum air temperature of 26.4°C. The coldest day was 2 November with a minimum air temperature of 3.7°C and a minimum grass temperature of -1.0°C; i.e. the only ground frost for the month.

Growing degree days

Most people will remember the 2017-18 season as being very warm with well above average growing degree days (GDD). However, while the early part of the 2017-18 season, from September to November 2017 was warmer than average, it was not until December 2017 that the GDD line started to climb steeply with the much warmer than average temperatures. The GDD line at the start of the 2018-19 growing season from September to November 2018 has been very similar to the GDD line at the start of the 2017-18 season. The mean temperatures in October 2017 (13.9°C) and October 2018 (13.7°C) very close, and in November 2017 (15.1°C) and November 2018 (15.1°C) they were identical. Therefore the total GDD in both October and November 2017 and 2018 were almost the same. At the end of November 2018 the GDD line in Figure 1 is only slightly lower than the 2017 line. As is normally the case, the 2018-19 GDD line has shown the ups and downs associated with warm and cool weeks typical of spring temperatures in Marlborough and New Zealand. The 2013-14 season is the most recent year to have been fairly consistently warm from September to December.

At the beginning of December 2017 NIWA were predicting a 65% chance of above average temperatures and 25% chance of average temperatures from December 2017 until February 2018. At the beginning of December 2018 NIWA are predicting a 45% chance of above average temperature and 40% chance of average temperatures from December 2018 until February 2019. What this says is that one year ago they were far more certain that temperatures over the 2017-18 summer would be above average, than they are for above average temperatures over the 2018-19 summer. Indications are that there will be a lot more variability in temperatures this summer, but still a much greater chance of above average temperatures than below average.
Sunshine

November 2018 recorded 219.4 sunshine hours, 92% of the long-term average. Total sunshine for the 11 months January to November 2018 were 2289.6 hours; 102% of the long-term average of 2244.7 hours. I am sad to have to report that the Blenheim sunshine total of 219.4 hours only ranked 14th in NZ for sunshine hours during November 2018. New Plymouth was the sunniest town in November with 254.4 hours sunshine. Beyond all belief Invercargill recorded 234.5 hours sunshine in November, 15.1 hours more than Blenheim.

Blenheim recorded 20.8 hours more sunshine than Richmond in October and at the end of October Richmond was only 2.8 hours ahead of Blenheim for 2018. However, Richmond turned the tables in November and recorded 25.5 hours more sunshine than Blenheim. At the end of November Richmond was 28.3 hours ahead of Blenheim for 2018. It is unlikely that Blenheim will be able to overtake Richmond during December, so it looks like the sunshine crown will once again go to Richmond. However, it is safe to say that there is no fear of Invercargill recording a higher total than Blenheim in 2018.

Rainfall

Blenheim recorded 62.6 mm rain during October, 132% of the LTA. The November rainfall total is the highest monthly total since July, which recorded 71.6 mm. Total rainfall for the 11 months January to November 2018 was 756.0 mm, 128% of the long-term average of 589.5 mm. In contrast January to November 2017 recorded 569.8 mm. In 2018 Blenheim exceeded its annual average rainfall of 636 mm on
16 September. This was largely due to the very high February rainfall.

**Soil Moisture**

Shallow soil moisture (0 to 35 cm depth) at the Grovetown Park weather station on 1 November 2018 was 26.5% (Figure 2). Low rainfall from 1 to 24 November saw the shallow soil moisture drop to 19%. Following 44.4 mm rainfall from the 24th to the 27th November 2018 the shallow soil moisture quickly jumped to 33.7% on 28 November. A similar jump in soil moisture occurred from 10 to 14 November 2016 with 68.6 mm rain. However, as is always the case in the late spring and summer, the boost to shallow soil moisture is very short lived, without further significant rainfall. This is demonstrated in Figure 2 with the soil moisture line for January to March 2018 rapidly rising with a number of high rainfall events, followed by a very quick drop in soil moisture following the rain events.

Rainfall from January to March 2018 was 315.4 mm, 245% of the long-term average of 128.8 mm.

Rob Agnew
Plant & Food Research / Marlborough Research Centre

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**Family Firm**

*Astrolabe in good hands*

**ASTROLABE WINES** is now 100% Marlborough owned and operated, 22 years after Simon and Jane Waghorn launched their label.

“Our girls have grown up in the wine industry. It is so exciting to have them stepping up and committing to our business,” says Jane, with two of her daughters now invested in the business. “I am enormously proud to have a team of clever, hardworking young women alongside me.”

Astrolabe began in 1996, when Simon decided it was time for a winemaking project that gave him full creative control. With the help of two friends, the couple started the labour of love, with their daughters growing up embedded in the business. “When you create a business from scratch, it becomes intrinsically linked to your values, your daily life and family,” says Jane.

Now it has been purchased outright by the Waghorns, their youngest daughter Arabella, and middle daughter Libby Levett, along with her husband Peter. Simon continues as winemaker, Jane as general manager and Arabella as brand manager, with Libby and Peter joining the ranks next year. Simon says he is looking forward to gathering as a family “and the next generation picking up the leadership to take us beyond what I have imagined. I can then concentrate on winemaking”.

Simon, Jane, Libby and Arabella, from left
Dynamic Industry

Marlborough’s wine industry remains nimble and forward looking, says new board member

SOPHIE PREECE

JAMIE MARFELL was six years old when Montana planted its first vineyards up the Brancott Valley in 1973, within a stone’s throw of his family’s Wrekkin Rd sheep farm. Seventeen years later he was a trainee winemaker with Montana, helping produce casks of Blenheimer and Wohnsiedler for the South Island market.

These days Jamie is group winemaker for Pernod Ricard Winemakers, having seen many iterations of the company, growth phases of the region and a continued evolution of its wines and brands. He is also a new member of the Marlborough Winegrowers board, bringing 29 vintages of experience to the table. “I think it is as dynamic now as it has been this whole journey,” he says of the industry. “It has continued to change, and people are changing with it.”

Jamie had plenty of childhood experiences in the wine industry, at school in Fairhall with the kids of pioneering wine families, and at work in vineyards on college holidays. He went to Lincoln University to do a science degree, and jumped into the first year of its post-graduate wine and viticulture course. He and his flatmate enjoyed wine and considered it a good transition, he says. “And it was a bit sexier than working on a sheep farm.”

He went straight from university to the role at Montana, where there was plenty to learn on the job. “Back then we produced about 17,000 tonnes and 70% of it would have been Müller-Thurgau. Sauvignon Blanc was tiny - less than 1,000 tonnes,” he says. After two vintages he transferred to the company’s Auckland winery, but continued to work vintages in Marlborough, enjoying the best of both worlds.

In 2002 he returned to his home town, where only “rats and mice” of Müller-Thurgau and Muscat remained, and became chief winemaker for the Stoneleigh brand, which he still manages today. The evolution of that brand, with its addition of wild fermentations, is indicative of the dynamic nature of the industry at large, he says. He loves the Wild Valley range, which has gleaned knowledge from research around Brancott Estate’s alternative styles of Sauvignon, including the $80 Chosen Rows, but can offer the wine at a sub-$20 price, attracting a far broader consumer base.

Meanwhile, the industry is undergoing another growth phase, with plantings in areas far beyond those imagined in 1973. Pernod Ricard Winemakers’ own developments are on existing land, with a rolling replanting plan that includes switching vine orientation and row spacing, and in some cases switching varieties to ensure the vines are suited to the soil and microclimate. Trunk disease is just one of the challenges in vines that are up to 40 years old, and replanting is an opportunity to do things smarter. “Brancott Vineyard is a classic example - it’s all been east-west and now its north-south, with closed up row spacing,” says Jamie. “When it was planted, land was cheap and row spacing was based on the size of the tractor. As machinery has become smaller, so has the row spacing, letting us optimise the land.”

Innovations continue in the winery as well, with the 2016 Kaikoura earthquake (see pg20) opening opportunities for a future proofed system. Damage to small barrels in the earthquake led to a hiatus of trials and research. But with capacity now rebuilt with better technology and tanks, “all that stuff we love doing we are back into”.

The region has travelled a huge distance since the first vines went in within view of Jamie’s family farm, but is still at the beginning of its journey, he says. “That’s the exciting part of it - we’re still going through an evolution.”
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Industry Pioneer

A scientist for the growers

DR RENGASAMY Balasubramaniam (Bala) knows more than most about Marlborough vineyards, from soil biology and botrytis control to land conversion and grower liaison. His 32-year career in the science and business of wine has included developing VineFax and the Botrytis Model, growing one of the country’s largest wine companies, and a steadfast dedication to the health of Marlborough’s vines and wine industry.

That career was seeded far from the Wairau Plains, in the coconut and tea plantations of Sri Lanka. Bala lived on one of his family’s coconut farms in Chilaw, north of Colombo, until he was four and a half, when he was sent to boarding school at Trinity College, Kandy. The school, in the highlands of Sri Lanka, was close to the tea estates of his grandfather, who had migrated from India as a young man to work on British tea plantations, and bought his own after the country gained its independence in 1948.

Bala would visit his grandfather on weekends and holidays, and a love of farming - which began in the coastal coconut fields - grew in the verdant highlands. “I had an affinity with the land,” he says. He was never that interested in study at school - “I just wanted to play” - but Bala clearly recalls the moment, when he was around 13 years old, that he decided on a career in agriculture. Many of the children at the school had careers mapped out by their parents, and would become lawyers and doctors, says Bala. But he could see huge potential in better utilising the land to meet the demands of a growing population.

At the behest of his grandfather, the “playful” teenager was sent to a stricter, more academic school in the north of the country, with wooden beds, classes from 6.30am, and no play to be had. Bala went on to do his Bachelor and Masters degrees, focusing on microbiology and plant pathology, and took up work in Sri Lanka, looking at tea and coconut diseases, then later managing sales and distribution of agrochemicals for a Swiss company. Then in 1979, he received a scholarship and came to New Zealand to do his PhD at Lincoln University.

It was there that Bala met his wife Joanne, who was also doing a doctorate. They married in 1985, and a year later moved to Marlborough for his new role as regional scientist at MAF. Back then, Bala and Mike Trought, another stalwart of Marlborough’s wine science scene, focused largely on cherries, the crop of the moment. But the nascent wine industry was starting to spread across the valley floors, and Bala knew the growth would come with challenges. “I saw a great opportunity for research at that time, especially in plant diseases, which is my field. Grapes were becoming a monoculture and I said, ‘there will be a lot of problems coming, let’s start working on it’.”

Bala dug into botrytis research and developed the Botrytis Infection Model, still in use today, which considered temperature, humidity and phenology, to forecast risk levels. “There was nobody doing any work on grape diseases,” he says. “Mike did physiology and I did pathology.” In 1997 he also founded VineFax, (now VineFacts, run by Rob Agnew), which gave growers a weekly update on climatic conditions, disease risk and treatment options.

It was an exciting time, because the science was of pragmatic use to the industry, says Bala, who’d always chased applied research rather than blue sky. There was also a soil health programme, looking at various mulches and impacts of synthetic herbicide and fertiliser on soil microbiology. “If you have a good healthy soil, the natural tendency is for the vines to have better defence mechanisms,” he says.

Marlborough Winegrowers deputy chair Stuart Dudley, on presenting the 2018 Wine Marlborough Lifetime Achievement Award in October, said Bala was the go-to man for a large number of people in the world of viticulture, “and there was hardly a viticulture seminar in those early days, where Bala did not present vital information that was readily absorbed by the industry”. Stuart told the Marlborough Wine Awards audience that at forefront of all of his
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endeavours, Bala has been a scientist for the growers, “providing them with knowledge and skills to help them flourish, and Marlborough to grow as an internationally acclaimed wine region”.

In 2000, Bala stepped away from what had become HortResearch and joined the commercial sector through Delegat, excited by Jim Delegat’s vision for the future growth of the company. That vision was for Oyster Bay to become an international brand and the company to become an international entity. “He said we have to row our own boat, set our own sail, and live to our own plan,” says Bala, who appreciated the challenge.

He was tasked with increasing grape supply through grower numbers, and was proactive in tempting farmers to convert their land to vineyard, using a financial model that showed them potential for vastly increased profitability. Within five years he had achieved the 10-year target of 1,000 hectares of growers. He was also buying up land for Delegat in that time, “and we haven’t stopped”, says Bala, the grower business development manager of what is now one of the country’s biggest wine businesses. “As a company we have grown and we haven’t looked back. And it is all in keeping in line with sales projections.”

These days it is far more challenging to maintain a good level of grower hectares, with the bulk wine market tempting many growers, who can get the same price for higher yields. That comes with the risk of compromised quality, Bala says. “The bulk wine market in Marlborough has grown from 3 to 4%, to in excess of 33% and that will keep growing.” That makes buying fruit harder, and depresses the price consumers are willing to pay for other wine. “Where super premium wines used to sell for $19 to $22 for Sauvignon Blanc, today that is commanding only about $15 or $16 or less in supermarkets, because there is a lot of wine available at lower prices.” Bala says it is important for the industry as a whole to “put the brakes on the race to the bottom in the market place, and turn it around and make it a race to the top to sustain the growth and long term viability of a vibrant industry”.

While satisfying the business aspect of his “DNA” through Delegat, Bala continued working for the industry at large, as a member of the New Zealand Society for Viticulture and Oenology (NZSVO) for 21 years and president for 10 of them. In that time he was responsible for attracting the 6th International Cool Climate Viticulture and Oenology conference to Christchurch in 2006. When he stepped down last year, Bala was made a life member of the NZSVO.

Bala told the Wine Awards audience that he was one of the “back office guys”, and not at the forefront of taking Marlborough to the world. But in the weeks since his win he has heard from many of the pioneers of the Marlborough wine industry, helping him to cast his mind back to his achievements. “In life you keep moving forward and you don’t have time to reflect.”

He’ll be doing a little more of that reflection this month, when he visits the former tea plantation of his grandfather, which was claimed by the Government in 1972 and is now a tourist resort. From the little boy who walked amid the rows of Camellia sinensis, growing a passion for plants and productivity, to the scientist who helped forge and protect Marlborough’s wine industry, it’s a journey worth celebrating.

Industry Legends
Jane Hunter, Ivan Sutherland and Mark Nobilo were announced as New Zealand Winegrowers Fellows for 2018 at the New Zealand Wine of the Year Awards awards dinner. Look out for their profiles in upcoming editions of Winepress, as part of this new series on Industry Pioneers.
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EIGHTY-FIVE percent of Marlborough’s employers have permanent job vacancies, and 80% of them say they are difficult, very difficult or impossible to fill. Those are some of the startling numbers in from a cross sector recruitment survey sent out by Wine Marlborough earlier this year, says advocacy manager Vance Kerslake. “Anecdotally, most people knew we had a shortage of labour and that it was difficult to recruit roles. But I don’t think anyone really understood how big the problem was. Or that it applies across the board, from technical roles to labour.”

The survey was sent to employers in a range of Marlborough industries, including forestry, aquaculture and tourism, and drew responses from 55 employers, with a total of 3,757 employees, across a dozen industries. Vance says one of the biggest surprises for him was the number of employers who said they simply could not fill roles, including 27% who said technical positions remained unfilled. “If your company needs one of those that’s probably quite a key role,” says Vance. Three quarters (76%) said one of their two biggest challenges was not getting applications from people with the right skills, while 40% had found people with the right skills, without the right visa.

The problem is only going to get worse, with employment set to grow by 2% across New Zealand by 2020, but by 3.4% in Marlborough (From MBIE short term employment forecast 2017-2020). Vance says the challenge is a huge one for the wine industry and others, but there is an appetite for a cross sector approach to better attract and retain staff. “Everyone from industry and training organisations, to council and government is keen to do something about it.” To see the full survey results go to the news page at www.wine-marlborough.co.nz/.

Smarter Skill Seeking

The Marlborough District Council has launched its ninth regional Smart+Connected programme to address labour and skills shortages in the region. The initiative will draw on knowledge, insights and experience from people involved in labour and skills, including schools, training organisations, employers, and government agencies.

Council strategic planning and economic development manager Neil Henry says it is about better understanding “who is doing what, what is working and what could be improved”, when it comes to training, retaining and attracting skills and labour in the region. “The process should also identify opportunities for collaboration between the many parties involved in labour and skills in Marlborough.”

Smart+Connected (S+C) has been used by council for the past five years to bring together nine industry and community groups to plan and deliver on co-designed strategies. Wine Marlborough advocacy manager Vance Kerslake says using it to tackle labour and skills shortages is an exciting development for the wine industry, and for other employers who struggle to fill vacancies. At the first meeting of the project’s establishment group, which included representatives from several education and training organisations, as well as employers and Immigration New Zealand representatives, Vance released results from the recent recruitment survey (see main story). Eighty-five percent of Marlborough’s employers have permanent job vacancies, and 80% of them say they are difficult, very difficult or impossible to fill, he told the group.

“That’s why I think the Smart + Connected approach is such a great opportunity,” he says. “We are all doing something on our own, or think that we needed to do something and not quite sure what it should be. Coming together for collective impact means the whole can be more than the sum of its parts.” Business Lab’s Colin Bass, who facilitates the S+C programme, says the initiative will look to build on existing projects. “It is about supercharging efforts and being innovative,” he says.
**Easter Trading**

*Chocolate, cruise ships, air shows and cellar doors*

**WINE MARLBOROUGH** is urging the wine industry to consider their Easter trading situation sooner rather than later. In March 2017, the Marlborough District Council adopted the government’s Easter Sunday Shop Trading Policy, which allows retailers to open on Easter Sundays. However, the sale of alcohol is governed by the Sale and Supply of Alcohol Act 2012, which includes rules around the sale and supply of alcohol on Good Friday and Easter Sunday, and overpowers the new policy.

Mike Porter, who is secretary of the council’s district licensing committee, says Section 47 of the act allows on-licence facilities to sell alcohol to people who are there to stay or eat on Good Friday and Easter Sunday. That’s good news for vineyard restaurants, who can serve wine as long as people are eating. It’s also good news for guests on Radiance of the Seas, a cruise ship that carries more than 2,000 people, which is scheduled to arrive in Picton at 9am on Sunday April 21 and depart at 9pm. When it comes to off-licence premises, such as cellar doors without restaurants, Section 48 allows the sale of wine from premises on Easter Sunday if the wine is made on the premises or from produce harvested from the land it’s on. “This means that most cellar doors are able to be open on Easter Sunday as of right,” says Mike.

If that clause doesn’t match the circumstances, a special licence can be applied for, as long as the special event is not Easter related, such as an Easter egg hunt, he says. “But the airshow is a pretty good event to use, and a number of cellar doors and off-licence premises have used it in the past,” he says.

Good Friday is another story, and it is likely that the only on-licence special licences approved for Good Friday and Easter Sunday will be for the airshow itself, including wineries operating at that event. It’s a complicated (Easter) business, says Mike. “Always check the conditions of your licence and if in doubt contact council for advice”.

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Marlborough may be able to tap into a cutting-edge prediction model that assesses adaptation strategies to mitigate the impact of climate change on vineyards. French geographer and researcher Dr Cyril Tissot has created a model that simulates, in the short and long term, the variance in phenology and ripening timeframes in vineyards due to climate change, taking into account agronomic practices. “Climate change is one of the major challenges facing the viticulture sector,” he told industry members at a seminar in Marlborough last month.

The research approach has two principle objectives, the first of which is to “simulate grapevine phenology and grape ripening under spatial and temporal environmental conditions and constraints”. The second objective is to “simulate viticultural practices and adaptation strategies under various constraints (environmental, economical, socio-technical)”. The model runs on a microscale (plot by plot) and a meso scale (for homogenous wine growing regions), and offers an optimum climate change scenario, a pessimistic scenario, and middle ground between the two.

There’s a wide range of adaptation strategies, from the short term (including wine making techniques, soil, canopy and harvest management, and pest and disease control), medium term (including root stock and site selection, pruning techniques and planting systems) and long term (grape varieties and irrigation) being considered, he told the group. “We do not have one solution - we have many solutions of adaptation.”

The model has been developed in France, but the next stage of research will see a prototype taken to the United Kingdom, Romania, Germany and Spain, Cyril said. “The objective is to compare adaptation strategies on a more global stage.”

Cyril is also interested in collaborating with New Zealand grape growers to assess whether wine areas here could be integrated into the model. The seminar was run by the New Zealand Winegrowers Research Centre (NZWRC), which is developing a comprehensive programme around climate change. NZWRC development manager Tracy Benge says that programme is intended to increase the industry’s understanding of climate change, and to develop adaptation and mitigation tools. NIWA is modelling climate change scenarios and predictions for New Zealand’s wine regions, and the research centre will analyse the impact of those predictions on various aspects of viticulture, winemaking and production. A dedicated NZWRC webpage has been set up to provide information on climate change studies and seminars, as well as the regional information from NIWA.

The research centre also plans to leverage other climate change programmes, such as the French adaptation model, Tracy says. “It’s a case if not replicating but providing a similar model in New Zealand.”

Companies that would like to be involved, and provide data for the model, can contact Tracy at tracy@nzwine.com.
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When Pernod Ricard Winemakers’ head office asked about the potential for injuries, in the November 2016 Kaikoura earthquake, the answer was clear. “They said, ‘if it had been during the day, would there have been injured employees?’ And we said ‘quite likely’,” says Pernod Ricard group winemaker Jamie Marfell.

Two years on, the company’s vast Riverlands winery has been transformed, with catwalks abolished, telemetric analysis installed, thicker stainless steel, deeper concrete and stouter tanks with sacrificial fuses. “These are all smart tanks,” says Jamie. “We are working towards a ground level winery.”

Instead of vintage staff poised above tanks to take measurements, they now have pressure transducers that measure volume and temperatures, as well as offering automated systems for adding nitrogen. “It’s a new way of working for us. It was a chance to rebuild the winery in a safer, more innovative way.”

As well as being safer, the winery’s improved design and telemetry offers more speed and efficiency, helping ensure juice is in ferment as soon as possible after harvest. “It’s still a work in progress, but we are focused on a winery of the future,” he says.

Marlborough’s wine industry was hit hard by the magnitude 7.8 Kaikoura earthquake, which struck just after midnight on November 14, 2016. The timing meant no winery staff in the region were injured, but the earthquake resulted in damage to approximately 20% of Marlborough’s tanks.

Following the 2013 Seddon earthquake, Pernod Ricard’s damaged tanks had been repaired using a safer design, with bottoms cut off and seismic bolts added. These tanks withstood the most recent quake, but other damaged tanks needed to be replaced. T&D Construction built a workshop on the Riverlands site, and by vintage Crown Sheetmetal had built the winery half a million litres worth of “beautiful tanks”, some of which were finished just days before use, says Jamie. “Everything else has been built subsequent to that.”

The gleaming visible parts of the operation - including new flow plates and elevated hoses that rotate on a wheel for easy use - tell just a fraction of the story, with up to 750mm of concrete and reinforcing beneath the tanks, and cutting-edge technology within them. The tanks’ stainless steel is far thicker and the seismic anchors are far better, says Jamie.

“We are still working on the finer details and developing the level of precision we want in the winery, so that we have information on volumes and analysis at our fingertips. We are looking at the next layer of technology.”
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NEW ZEALAND’S insurance landscape was transformed by the 2016 Kaikoura earthquake, says ICIB senior broker Daniel Szegota. “This was the catalyst for change with a hardening market already on the horizon. Local insurers set about reviewing their portfolios to return to profitability, reviewing their exposures and imposing significant premium increases - with mixed success - to high risk business and industries.” He says local earthquake pricing has now stabilised with minimal increases, “however the Natural Disaster Site Excess structure and percentage basis are here to stay for the foreseeable future”. In general, there is still little appetite for high hazard risks or growth, Dan says. “High natural catastrophe zones remain under scrutiny with no insurer willing to materially increase their exposure in those regions.”

The increase in frequency and severity of local weather events continues to challenge the industry, while the fire risk around expanded polystyrene (EPS) is also concerning insurers, following large fire losses globally, says Dan. “EPS features throughout the wine industry to varying extents. The insurance market in this sector is contracting and there is a finite amount of capacity amongst local and global insurers for risks where high levels of EPS are present. This lack of capacity, and therefore competition, is resulting in significant premium increases for these risks”.

Dan says the insurance market will continue to drive for nominal (non earthquake) premium increases throughout the remainder of 2018, citing local losses in 2016 and the high cost of “global catastrophes” in 2017. “Insurers that have remediated their portfolios may start to compete again on quality business.” However, he says it is likely, based on previous cycles, that the upward premium curve will not be sustained over a long period “with insured losses over the next 6 months determining the actual period of premium increases and/or underwriting controls”.

Global matters - Dan Szegota looks at the bigger picture for insurers

After a number of years of profitable underwriting results and benign claims that encouraged new capital into the market and drove competition, market conditions took a major hit in 2017. Posting an estimated US$135 billion of insured losses, much of it coming from Atlantic hurricanes, 2017 rivals 2005 and 2011 as the largest insurance loss year on record. As a result, it was clear that the insurance market would end premium rate reductions, in the short term at least. There is clear upward movement in pricing, however these increases have generally been restricted for all but the most difficult risks. Insurers and their reinsurers are still focused on areas with high natural catastrophe risk, and, naturally, this includes New Zealand.

Fire & Emergency Levy Update

Fire service levies collected through contracts of fire insurance was subject to significant change from 1 July 2017. The Government’s introduction of the Fire and Emergency Services Act 2017 replaced the Fire Service Commission with a new organisation, Fire and Emergency New Zealand (FENZ), bringing together 40 urban and rural fire services. The increased funding requirements of the new entity will continue to be met through the collection of insurance levies. This initially resulted in a 40% increase in the levy charged on material damage policies covering the peril of fire. Complex changes to the way the levy is calculated were proposed to commence from January 1 next year, having already been delayed from an initial date of July this year. Significant consultation between the government and insurance industry representatives over challenges in interpretation and implementation of the changes proposed by the legislation has resulted in a revocation order. This has further delayed the implementation date to July 1 2019.

Daniel Szegota is a senior broker at ICIB Ltd
Trucking on

Transport logistics integral to wine industry post-quake review

TRANSPORT LOGISTICS are an “essential component” to strengthening the resilience of the wine industry, say researchers behind a three-year study funded by the Ministry for Primary Industries’ Earthquake Relief Fund. The outcomes of the study, to be released in 2020, include identifying key vulnerabilities faced by the industry and better understanding risks and opportunities to build resilience along the entire value chain, from vineyard and winery operations to the market, both domestic and international, offshore and tourists.

Lead researchers Nick Cradock-Henry of Landcare Research, and Joanna Fountain of Lincoln University, say the input of transport company QuayConnect highlighted the significance of transport issues. “We went into the study thinking, for example, that there will be the need for structural fixes, such as creating more robust storage facilities, redesigning tanks, having better piping and building infrastructure within the winery to withstand shaking,” says Nick. “Yes, those things are still very important but it’s clear after hearing from the QuayConnect members of our advisory group and within the workshops that transport issues are really going to be one of the top areas to address.”

Following the November 2016 Kaikoura earthquake, QuayConnect ensured bulk wine reached Port Nelson and was shipped to its international or domestic markets, while supplies like glass bottles made it back to Marlborough. Joanna says QuayConnect’s success in maintaining and increasing freight operations immediately after the event “has been really instructive to how wineries can plan ahead and change their behaviours to be better prepared”.

Following an initial scoping phase, the study is now working with industry partners, wineries, and grape growers documenting and analysing the impact of the earthquake and looking at the wine industry’s responses in the aftermath. Joanna says individual companies can start to become more self-reliant and prepare for a major event. “Businesses have to think, if we’re down to one road, what do we need to have happen for our supply chain to keep functioning? Companies are saying they need to work on strategies themselves to address these risks because systemic change won’t happen quickly.” Nick says the project team will provide recommendations by mid-2020, to help individual companies, industry groups, and local and central government prepare for the unexpected.

Two new seaweed options

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MACHINES THAT remove the moisture from grape marc are key to a new initiative for vintage 2019. Pacific Rim Environmental Services is establishing a facility in Marlborough to dry out grape marc within 48 hours of delivery, so that it does not create the environmental issues of leachate and odour. “We want to offer growers a choice in how they deal with grape marc,” says director Chris Bowhill. “What were once waste materials to be discarded, can be made into useful products, reducing carbon footprints and saving resources.”

Marlborough produces around 60,000 tonnes of grape marc a year, and the winery by-product can be 75% water, creating headaches around its safe storage. The company’s plan is to reduce that water content, ideally within 24 hours, making it safe to store. Then at a later date it can be returned to the vineyard, or further processed, says Chris.

The service - to be run with a gate fee, with no long-term contracts - will be available “proof of concept for commercialisation” this vintage, with plans to expand as a full scale service, which will produce dried marc pellets, he says. The company has partnered with a winery for the proof of concept and contracted space in an industrial estate.

Pacific Rim is one of two new services being offered to growers, with Remarc planning to produce biofertiliser from marc in the future, using a fully contained anaerobic digester. Remarc is a joint initiative between renewable energy company, Energy3 Limited, and Marlborough wine company Indevin, and will offer the biofertiliser to grape growers at a lower cost than synthetic fertiliser.

The new grape marc solutions come in the wake of several prosecutions relating to grape marc storage in 2016, and the announcement earlier this year that GrowCo, a company with consent to process 40,000 tonnes of marc, would not operate in vintage 2019.

Wine Marlborough general manager Marcus Pickens welcomes the new initiative. “The push for a solution to the grape marc processing challenge has had a good response from those within industry and players outside it. We’ve definitely made progress and the fact that there are a few different approaches being explored is exciting to see.”

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Spreading Grape Marc to Vineyard
At the recent Wine Marlborough grape marc meeting, there was some confusion over the rules and regulations around spreading grape marc direct to land. To read some case studies of wineries using this procedure, check out the August 2018 Winepress, which is available on the news page of www.wine-marlborough.co.nz.

The Marlborough District Council guidelines for spreading grape marc to land stipulate:

- No application to occur within 50m of any bores
- No application within 20m of any waterway, wetland or drainage channel
- No application within 10m of a dwelling on any land in different ownership
- The total cumulative nitrogen loading to the area cannot exceed 20kg of nitrogen per hectare per year

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MARLBOROUGH GRAPE growers are unlikely to face irrigation shutdowns this summer, after heavy November rainfall offered a reprieve. Marlborough Lines had informed irrigators that it might instigate ripple control between 7.30am and 12noon on a number of days to deal with national grid transmission peaks over summer, and particularly this month.

But managing director Ken Forrest says rainfall has greatly reduced power demand further south, reducing the need for load management in Marlborough. That’s a welcome relief, says grower Guy Lissaman, who received notification from Marlborough Lines in mid-November, and spoke to more than a dozen irrigators equally concerned by the news.

Timely communication would have made a big difference, he says. “Even if they had flagged, ‘we are not 100% sure yet, but it looks like this might be a reality from summer 2018/2019’, we could have started saying, ‘OK we need to get our ducks in a row and get organised.’” He says the change in circumstances is a short-term reprieve, but the risk of future ripple control is still of concern.

Ken says irrigators on cheaper ripple control rates have always faced the possibility of interrupted supply. Over the past several years they have had the benefit of full time supply for a lower ripple control rate, he says. “They have paid for something less and got something better.” The line company has signalled to irrigators that there is an alternative plan they can go on, but it is more expensive.

He says increased levels of dairy and cropping further south are putting pressure on transmission over summer months, with consequences for Marlborough. Last year 75 of the 100 peak-half hours were in the summer. Marlborough Lines is part of an upper South Island lines company collective that works together to manage loadings on the transmission system.

Guy says there are a range of complex issues growers need to address if ripple control is instigated in the future, including aligning frequencies on coordinated pumps.

“If we can have advanced warning of a shutdown then we can make sure our pumps are turned off.”

Guy Lissaman

so that the loss of power on one frequency does not take out the other. He says it is of particular concern to large community schemes with multiple pumping systems and numerous off-takes. Such schemes will need a communication strategy, ensuring that if the pumps go down all users are advised to turn their own pumps off, so they don’t drain the mainline. “If you do drain the mainline on a large scheme it can take over half a day to recharge.”

Ripple control is likely to coincide with peak irrigation demand, when some irrigators would otherwise be pumping 24 hours a day, seven days a week, says Guy. Given the nature of water consents, “the reality is if you lose a portion of your day’s pumping, you generally cannot catch up”, he says. “That is lost to the system.”

He has spoken to one person who recently invested in a new pumping system but now wonders whether he should have chosen an alternative to mains power, says Guy. “We get thrown curve balls and this is certainly one. I think the key thing going forward is if we can have advanced warning of a shutdown then we can make sure our pumps are turned off. And also having notification when the power is actually re-established, so that we minimise the down time.”

Ken says although it is unlikely to be required this summer, Marlborough Lines has established a text alert system, which will inform growers when the power has switched off, and on again. More advanced notice is not an option, because the transmission demand is dependent on the “vagaries” of weather and electricity demand in the network from Ashburton north. He says the demand management does not indicate a lack of infrastructure development. Managed effectively, the system is sufficient, and users who want 24-hour supply can have it, at a higher price, he says. “There is no issue in terms of capacity. It’s just a question of people paying for it.”

Winexpress December 2018 / 25
Exceeding Expectations

Another family run winery takes top spot in cellar door competition

SOPHIE PREECE

A GREAT cellar door requires a great team, says Forrest Wines’ cellar door coordinator Rosie Broadbridge, following the company’s win at the Wine Marlborough Cellar Door of the Year awards. With that in mind, Forrest is sending its three full-time cellar door staff on an education trip to Waiheke Island, although the prize package, supported by NZWineHome, was for one. “It’s lovely to know we are so appreciated,” says Rosie. “They know it is not one person that makes this place so successful - it’s a team effort.”

The mystery shopper who visited Forrest Wines gave it 100% in six out of seven areas, and gushed about the experience and service received from Becky Mehlhopt. The cellar door “absolutely reached and blew all my expectations out of the water”, the shopper reported. Rosie says the win is thanks to a common philosophy among the cellar door staff. “We want people to come here and learn about our wines and have a really good wine experience. And at the same time of course, we are trying to promote Marlborough.”

Forrest is a family run wine company with a long history in the region, with the November win coinciding with the company’s 30th anniversary. The cellar door was opened on New Years’ Day 1992, and refurbished in October 2016. It was a beautiful spot to visit, said the shopper, who loved the outdoor areas, blankets, beanbags, picnic tables, “beautiful gardens” and family-friendly feel. Rosie says being family owned, with a close staff and strong community spirit, makes it natural to give a warm welcome to visitors.

Second place for Cellar Door of the Year went to No. 1 Family Estate. Hans Herzog, which was among the finalists last year as well, claimed third place.

Rosie Broadbridge at the Forrest cellar door

Personality Plus

Being named Wine Marlborough Cellar Door Personality of the Year was an early wedding present for Whitehaven’s Karen Marchant, who walked down the grass aisle at her parents’ home in Port Gore eight days later. Karen was so busy with last minute work and wedding commitments she briefly considered skipping the awards. “I thought I’ll just pop along briefly and was going to slip away early but others said, ‘no stay’, so I did and just couldn’t believe it when they called out my name.”

It was, however, no surprise to her colleagues, tour operators and regular visitors to Whitehaven’s cellar door at the Vines Village complex in Rapaura Rd. The former cabin crew attendant for the Emirates airline puts her heart and soul into her job and her knowledge of and enthusiasm for the industry is unmistakable.

Karen began working for Whitehaven when the cellar door opened in 2015 and is a passionate advocate for the province. “I have a real love for Marlborough,” she says. “When I returned here after nearly a decade living in the Middle East, I came back to a region brimming with exciting opportunities in a thriving wine industry. I have loved every minute of my time at the cellar door and am absolutely honoured to receive this award.”

The competition involved mystery shoppers visiting cellar doors during October to judge staff on a number of criteria, including knowledge, friendliness and delivery. “I wasn’t expecting to win for a minute but I guess it’s a true reflection of the wonderful working environment that my team at Whitehaven provides,” says Karen.
THE ALARM goes at 5.30am. That’s effectively a late start for those of us who’ve slept aboard Bandit, considering our crew coming from Blenheim were up at 4.30am. Early morning aside, they appear bright eyed and in good time for our 6am departure from Waikawa Marina.

As we motor out through Tory Channel, eating breakfast, the mood is light, as are the winds. The previous day’s southerly has died and the north-westerly isn’t predicted to arrive until late morning. It could be lumpy out there. More boats join us, coming from their overnight anchorages in sheltered bays off Tory Channel. By the time we’re assembled just inside Tory Channel heads, the fleet makes for an impressive sight, especially for the in-bound Interislander ferry. Once she has negotiated the Tory Channel entry we head out into Cook Strait and motor along in uncomfortable seas behind Mike Vining’s Sympatica, searching for the elusive breeze.

The Windex goes from two to five to seven knots as a light breeze fills in from the north. It’s enough to get us going and a start is declared. Bandit, a heavy offshore cruiser, likes 15-20 knots and it’s frustrating, after a great start, to find ourselves near the back of the fleet as the leaders, including eventual winner Code Breaker, streak away, revelling in the light winds.

Bandit is racing under the Whitehaven flag and carrying a bottle of the new release 2018 Sauvignon Blanc (although we didn’t know that until the boxes were unlocked at prize giving). We’re delighted to have Whitehaven’s senior winemaker Sam Smail on board and he’s at the helm as Bandit struggles in the light airs. He takes our pointed barbs at the slow speed in good spirits. Ironically, the minute he hands over, the wind picks up and we are off.

Last year, yachts that opted to stay inshore along Wellington’s south coast ended up becalmed while those further out, including us, found wind that took us all the way into Wellington Harbour. Seeing the fleet heading inshore, we once again decide to stay out wide. As we see the fleet hit a calm patch, we set about congratulating ourselves on our tactic. Bad move. Our smugness turns to despair as they find wind and pick up speed while we are left too deep to catch them. As we tack our way up the harbour, we note that we weren’t completely at the back of the fleet and end up a respectable 17th overall.

Plans were to sail back the next day, but Wellington was not cooperating with strong winds - 48 knots was our biggest gust in the marina, with 50 in Cook Strait - and horizontal rain. A few hardy souls ventured out to head home on Sunday, into head winds of up to 40 knots and rough seas. I saw them battling away with minimal sail up from the comfort of the ferry, having opted to take the easy way home.

Monday dawned calm and sunny and the rest of the fleet took advantage of near perfect conditions to sail home. Congratulations to the winners and organisers, and here’s to next year’s race.

Green Fest

Wine Fest’s Waste Fix

THE MARLBOROUGH Wine & Food Festival (MWFF) is working to reduce its environmental footprint, with plans for recyclable coffee cups and designated waste bins at the 2019 event. The committee is also calling on ticket holders to do their bit, says Wine Marlborough Events Manager Georgie Leach. “In the short term that might mean remembering to bring your keep cup from home, so there’s nothing to bin at all. In the long term, we’d love to tap into some of the great initiatives happening around the world, such as generating electricity with bikes spun by the audience.”

She says waste reduction has long been a focus “behind the scenes”, but 2019 will see those reduce and recycle efforts taken to the front of house as well. “In the first year we will tackle a few things and get them right, while we continue to develop a long term strategy.”

Plans are also heating up for the MWFF’s first culinary duel, where celebrity chefs will meet domestic deities in an audience-fuelled cook-off. Two home cooks and two celebrity chefs will each be given a box of local ingredients, selected by sponsor New World Blenheim. They’ll all have 45 minutes to create their dish, showcasing their talents and the produce of Marlborough. Karena and Kasey Bird are signed up for the event, which is a perfect match, says Georgie. “They were home cooks before the Masterchef title changed their lives. That means they know exactly how tough the competition might be. Today’s home cook might be tomorrow’s celebrity chef.”

The culinary tent is a huge focus for the organising committee, she adds. “It’s so important to get the right mix because fantastic food is one of the reasons people love the festival so much. Marlborough is lucky to have world famous food and wine, and our festival celebrates both in equal measure.”

Home cooks wanting to test their mettle against professional chefs can apply to events@wine-marlborough.co.nz. To check out the line-up of food and entertainment go to http://wine-marlborough-festival.co.nz/
The third annual Gumboot Epicurean, devised by Arbour, Feast Merchants and Marlborough Tour Company, delved into some of Marlborough’s best wine, food and places. Photos Jim Tannock
WHEN NATALIE Christensen signed up as a Lyttelton volunteer firefighter while at university, she had no idea that dragging hoses and operating pumps would be quite so handy for her career.

The Yealands Family Wines senior winemaker also worked at a local wine bar and was the youngest member by far in her wine club. “I had been doing all these things in life, but never pieced it all together.”

It wasn’t until she took up a vintage job at Saint Clair in 2006, saving money for her big OE, that things started clicking into place. “I used to get excited on a Sunday about going to work on a Monday, and I slept really well. I couldn’t believe it was a job, it was just so much fun,” she says. Things moved fast for the young double bass player from Moncks Bay, Christchurch, who had studied music and psychology at university, with plans for a career in music therapy. “I really loved the power of music and how it can make you feel. I was fascinated by how it could shift you from one feeling to another.”

But the Saint Clair vintage saw her “cut her teeth” in winemaking instead. “There was an incredible team of people there, a lot of knowledge and a great environment for learning.” After the 2007 harvest, she was made assistant winemaker, and started studying winemaking part-time the following year, finishing top equal in her class.

While at Saint Clair, she got her delayed OE with a vintage in Bordeaux. “It was the first time they’d had a foreign intern work for them,” Natalie says. “At first I think they didn’t know what to do with me - I used to get the bread for lunch, do computer work and get the coffees - but then they figured out that I was quite useful, so they put me to work.” Then there was a vintage in Oregon, where she was influenced by the farm to fork mentality of the winery she worked in.

After six years at Saint Clair, Natalie moved to the Wairarapa, joining Jane Cooper at Matahiwi. “I learned a heap from Jane, she is a strong woman and an incredible winemaker,” says Natalie, as she remembers being introduced to different ways of thinking about winemaking, including barrel fermented whites. “She made me grow as a person - the safety net was definitely off.”

Five years ago, still working in the Wairarapa, and after a few Friday night drinks with friends, Natalie decided to pack her bags for an Albariño project in Rias Baixas, Galicia, northwest Spain. Her Spanish was minimal, home was the top floor of a local bar in the small rural village of Castrello, and the winery, made of old stone, looked out over the port of Vilagarcía de Arousa; a big stained glass window with the word Valdumia inside it added to the charm. It had been a couple of years since the winery had last produced any wine; no running water, power, or dry goods. “I asked how many tonnes we were doing, and when the fruit would start to arrive. They said, ‘oh probably Friday, about 400 tonnes of hand-picked Albariño.’” That adventure took place on and off for 18 months, interspersed with a vintage at Yealands in 2014.

Now Marlborough is home, and Natalie is enjoying the chance to offer her experiences to the Women in Wine initiative. “It’s a great networking option to meet others in the industry, and the coolest thing is the mentoring. If there is anything from my experiences that could assist someone, that’s great.” Her mentee is “a little dynamo with an awesome future”, says Natalie. “When you do have formal relationships like this, it forces you to think about goal setting and the future. It’s definitely a two-way street, we are learning a lot from each other.”

Natalie Christensen. Photo from MiND FOOD Magazine.
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Biosecurity Watch

Chilean Needle Grass Update

SOPHIE BADLAND

THE HIGHLY invasive speargrass Nassella neesiana (Chilean needle grass) continues to cause issues for vineyard management in Marlborough, particularly in the Awatere Valley, where it is well established. Chilean needle grass (CNG) now occupies an estimated 3,648 hectares in New Zealand, with nearly 80% (2,778 ha) of this in Marlborough. It has also been detected in North Canterbury and Hawke’s Bay. The hot, dry summers in these regions mean CNG is able to rapidly establish in the absence of other pasture species which tend to die off during this period. CNG has the potential to spread into over 15 million hectares of suitable land along the east coast of New Zealand, and can rapidly out-compete and displace pasture and desirable vegetation. In vineyards, CNG infests headlands, undervine planting areas, and inter-row spaces, and is very difficult to remove due to restrictions on agrichemical use.

Identification

CNG is easiest to identify from October until March, during flowering and seeding. It puts up distinctive spikelets of a reddish-purple colour, which fade to a light brown as the seeds mature. CNG seeds are particularly distinctive. These seeds are light brown and consist of a seed head about 10mm long, and a long, twisted awn which can be up to 70mm in length. The awn has short hairs down the length of it, enabling it to easily hook onto anything that passes. The tip of the seed head is sharp and can penetrate skin and clothing.

CNG Project Updates

The New Zealand Landcare Trust and the Chilean Needle Grass Action Group, supported by the Marlborough District Council (MDC) and industry groups, including New Zealand Winegrowers (NZW), received a Sustainable Farming Fund grant to develop improved systems for managing CNG. A review of CNG control methods has been conducted as part of this project. The review promotes a range of integrated control methods for CNG. You can read the review at: www.landcare.org.nz/Regional-Focus/Nelson-Office/Managing-Biosecurity-Risks-Project-Links/Managing-Biosecurity-Risks-Project

The MDC’s 2018 Regional Pest Management Plan (RPMP) has clear rules in place regarding CNG. All land occupiers with CNG are responsible for destroying it each year before seed set, unless a management plan has been agreed to with the council. There has also been tightening of the rules around activities to minimise the risk of spread. The RPMP can be accessed on the council’s website, www.marlborough.govt.nz. Other initiatives being trialled include potential biocontrol options, the use of drones with cameras to locate and treat CNG, and the training of detection dogs to sniff out CNG on newly infected properties. The dogs are able to locate CNG plants at low density and have attracted a lot of media attention, which has helped to raise awareness of CNG in the affected regions.
Prevention
For those properties where CNG is not present, it pays to have proactive biosecurity strategies in place to ensure it does not establish. The NZW Biosecurity Guidelines for Best Practice provide advice to members on how to implement biosecurity practices in the vineyard to help keep your site free of CNG, as well as other unwanted pests and diseases. The guidelines can be found on the NZW website, www.nzwine.com, or you can contact Sophie at Sophie.Badland@nzwine.com for a hard copy.

Key prevention strategies for CNG include ensuring all vehicles and machinery coming on to your site are clean and free of plant material, seeds and soil, that appropriate tool hygiene is observed and all visitor footwear and clothing is cleaned and checked thoroughly, particularly if it has been used on a CNG-infested property. Restricting access to areas known to be infested is extremely important to avoid spreading CNG. This may involve fencing off these areas and the use of warning signs. Ensure that your staff can identify Chilean needle grass and seed so they will be able to spot it if it arrives on your site.

Management in the vineyard
Containment and ongoing management of CNG can become costly, so it’s much easier to prevent it establishing in the first place. The herbicide Taskforce is unable to be used in vineyards due to the active ingredient flupropanate leaving residue in grapes. Glyphosate is not a particularly effective option either as it does not prevent germination of the CNG seed bank. Mowing in areas where CNG is present is NOT recommended - CNG seeds around the stem and root nodules as well as aerially, and mowing does not get rid of the seed bank in the soil - in fact, it is more likely to assist with seed spread.

NZW will keep members up to date with any new recommendations for management as the CNG research projects progress. If you suspect you have a new infestation of CNG in your vineyard, you should contact the MDC biosecurity team in the first instance.

If you see anything unusual in the vineyard don’t forget to Catch It; Snap It; Report It. Call the MPI biosecurity hotline 0800 80 99 66 to report your find and inform Sophie at New Zealand Winegrowers 027 700 442. Sophie Badland is a biosecurity advisor for New Zealand Winegrowers.

More Information
There are many great resources which are freely available to assist with prevention and management of Chilean needle grass in the vineyard:
• The Chilean Needle Grass Action Group Facebook page, with several useful videos - www.facebook.com/chileanneedlegrass

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Industry News

Wine Marlborough update
In the past month, Wine Marlborough has continued to work with the Marlborough District Council (MDC) on behalf of its members. General manager Marcus Pickens presented the new Strategic Plan to councillors, who thought our goal to be “the world’s greatest wine region” was a great ambition.

Wine Marlborough’s Grape Marc Workshop was a success and we discussed what else could be done to increase awareness and clarify the rules. MDC will develop some FAQs around grape marc, which we will share with members. Continuing the waste theme, we agreed to jointly send information to wineries about waste water prior to harvest in 2019.

Marcus tabled the New Zealand Winegrowers’ estimate of 5,000 hectares of remaining vineyard growth to 2025. Council asked if there was enough water for this extra vineyard area, and we explained that changing land use from cropping or dairy to vineyard actually reduces water use.

The group looked at opportunities for funding from the Provincial Growth Fund. MDC is focusing on the Te Tau Ihu (Top of the South) economic development strategy with Wakatū, Nelson and Tasman councils. They are happy to consider supporting other applications, such as the successful application for a blue mussel processing plant from the Smart+Connected Aquaculture group.

Vance is advocacy manager with Wine Marlborough

Drinking down
Five million glasses of New Zealand wine are consumed around the world every day, but consumption in some key markets is declining, says wine writer Michael Cooper, on the launch of New Zealand Wines 2019: Michael Cooper’s Buyer’s Guide. “In the UK, a key export market for New Zealand wine, nearly 30% of people aged 16 to 25 now avoid all alcoholic beverages, including wine,” says Michael. “The only age group which is drinking more wine is the oldest – those in the 65-plus category. There are signs of a similar pattern in New Zealand, he says. In 2009, Kiwis consumed an average of 21.5 litres of wine per year, but our typical consumption has now eased to 19.2 litres per head, including imported wine. The fall in domestic consumption of New Zealand wine is even steeper – from 13.9l per capita in 2009 to only 10.9l in 2018.

RSE Number Up
New Zealand Winegrowers and Wine Marlborough have welcomed the increase in the number of seasonal workers under the Recognised Seasonal Employer (RSE) scheme. The Government has approved a 1750 increase, to 12,850 nationally. At the time of printing it was not clear what the cap would be for Marlborough.

Accolades
Nautilus Estate’s Sauvignon Blanc 2017 was the only New Zealand white wine included in the Wine Spectator Top 100 Wines of the Year list, chosen out of more than 15,000 wines. Winemaker Clive Jones says the wine is a classic style, “with an obsessive focus on texture, concentration and length”.

Saint Clair Family Estate won Best New Zealand Producer of the Year at the AWC Vienna International Wine Challenge 2018. This is the fifth occasion the family-owned Marlborough winery has received the award.

Marlborough wine companies did very well at the Sydney International Wine Competition 2018, including Yealands Wine Group, which was named most successful winery. The company took out nine medals and trophies for their wines, while Saint Clair Family Estate was second, with eight medals and trophies. The most successful individual wines of the competition were also from New Zealand, with the Akarua - RUA Pinot Noir 2017 and Brancott Estate Letter Series O Chardonnay 2017 both winning three trophies. Chair of judges, Warren Gibson, says that, “once again”, Marlborough closed out the Sauvignon Blanc category and was strong in both Rosé and Pinot Noir. It also competed with Margaret River in the Chardonnay stakes. Toi Toi took the Perpetual Trophy for its Marlborough Reserve Sauvignon Blanc 2018. Its winemaker, Tim Adams, says the company “dodged a bullet” in the vintage, with rain around harvest. “It was a difficult growing season but we were very pleased with the work done in the vineyards to provide us with such premium fruit.”

Photo by Richard Briggs
Picnic Perfect
The Dog Point Classic Kiwi Picnic is on March 2, 2019, marking 11 years of great food and wine beneath the olive trees. The annual event began with a single picnic table, and now draws 180 guests, with tickets selling out swiftly. This year Dog Point is partnering with Bradley Hornby and Liz Buttimore from Marlborough’s Arbour restaurant, who will create a menu focused on local Marlborough produce.

The event aims to recreate the traditional ‘Kiwi picnic’ with dishes matched to Dog Point’s four wines; two styles of Sauvignon Blanc, a Chardonnay and a Pinot Noir. Guests also have the opportunity to try library release wines over the course of the afternoon. For more information go to www.dogpoint.co.nz

Sommelier Scholarships
New Zealand Winegrowers has announced the 18 sommeliers chosen to participate in the 2019 New Zealand Winegrowers International Sommelier Scholarship. Limited to just 20 attendees, the two-day Sommit will be hosted in Hawke’s Bay on January 25 and 26, by New Zealand Master of Wine Stephen Wong and United Kingdom Master Sommelier Ronan Sayburn. The event is a celebration of the lesser known aspects of New Zealand wine, with particular emphasis on the facets that resonate with the sommelier community. It is just one part of an intensive 11-day programme that includes the International Sauvignon Blanc Celebration in Marlborough and the Chardonnay and Sparkling Wine symposium in Gisborne.

The successful sommeliers are:

Asia:
• Arneis Wu, Joel Robuchon (Shanghai)
• Kerry Qin, Bellagio Hotel (Shanghai)
• Mathias Camilleri MS, CE LA VI (Singapore)
• Stephanie Jacob, Supernormal (Perth)

Australia:
• Matthew Dunne, Solotel (Sydney)
• Emma Farrelly, State Buildings (Perth)
• David Murphy, One Penny Red (Sydney)
• Véronique Rivest, SOIF Wine Bar (Quebec)

Canada:
• Candice Chow, Go To Collection (Queenstown)
• Melanie Battiston, 28-50 Wine (London)

United Arab Emirates:
• Luca Gagliardi, Pierchic Restaurant (Dubai)
• Ian Brosnan, Ely’s Restaurant Group (Ireland)

USA:
• Vanessa Da Silva, Ninety Acres (Peapack, New Jersey)
• Jillian Riley, NoMI (Chicago, Illinois)

New Zealand Wine of the Year Awards
Marlborough took the Best Single Vineyard White Wine trophy (Isabel Estate Wild Barrique Chardonnay Marlborough 2017) and Best Open White Wine trophy (Dashwood Sauvignon Blanc Marlborough 2018) at the New Zealand Wine of the Year Awards. The trophy for Best Wine of Provenance went to Auntsfield Cob Cottage Chardonnay 2016, 2010 and 2006.

Chair of judges Warren Gibson says the gold medal list and resulting trophies show that New Zealand’s “evolving wine industry” is beginning to display a strong relationship between variety, style and wine region. “This link appears far more dramatic than in past awards and suggests we are beginning to find a true sense of place in our very youthful wine industry.” Mark Nobilo, Jane Hunter and Ivan Sutherland were announced as New Zealand Winegrowers Fellows for 2018 at the awards dinner. Look out for their profiles in upcoming editions of Winepress.

Top Trophies
• Best Organic White Wine - Carrick Bannockburn Riesling Central Otago 2017
• Best Organic Red Wine - Carrick Bannockburn Pinot Noir Central Otago 2015
• Best Single Vineyard White Wine - Isabel Estate Wild Barrique Chardonnay Marlborough 2017
• JF Hillebrand New Zealand Best Single Vineyard Red Wine - Craggy Range Pinot Noir Te Muna Road Vineyard Martinborough 2016
• Label and Litho Limited Best Open White Wine - Dashwood Sauvignon Blanc Marlborough 2018
• QuayConnect Best Open Red Wine - Waipara Hills Pinot Noir Rosé Waipara Valley 2018
• New Zealand Wine of the Year Champion Sponsored by O-I New Zealand - Maude Pinot Noir Central Otago 2017

To date, the New Zealand Winegrowers Sommelier Scholarship has hosted five Sommit events for 79 sommeliers from 15 countries. Previous Sommit events have seen a marked increase in listings of New Zealand wines in top international restaurants.
# Wine Happenings

*A monthly list of events within the New Zealand wine industry.*

To have your event included in next month’s Wine Happenings or Industry News pages, please email details to sophie@sophiepreece.co.nz by December 10. For more information on the events below email Harriet Wadworth at harriet@wine-marlborough.co.nz

## JANUARY

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<tr>
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<tbody>
<tr>
<td>11-13</td>
<td>Lawson’s Dry Hills New Year Regatta</td>
<td><a href="http://www.waikawaboatingclub.co.nz">www.waikawaboatingclub.co.nz</a></td>
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<tr>
<td>27</td>
<td>NZVSO Sauvignon Workshop, Marlborough</td>
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<tr>
<td>28-30</td>
<td>Sauvignon 2019, Marlborough</td>
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<tr>
<td>31 - Feb 1</td>
<td>Chardonnay and Sparkling Symposium, Gisborne</td>
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## FEBRUARY

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<tr>
<td>9</td>
<td>Marlborough Wine &amp; Food Festival</td>
<td><a href="http://www.wine-marlborough-festival.co.nz">www.wine-marlborough-festival.co.nz</a></td>
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<td>10</td>
<td>Wine and Food Wind Down 2019, Vines Village, 10am - 5pm</td>
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<td>24</td>
<td>Winemakers’ Association of Marlborough - Blood, Sweat and Beers (off road cycling championship)</td>
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## MARCH

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<th>Date</th>
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<td>2</td>
<td>The Dog Point Classic Kiwi Picnic, 12pm – 5pm</td>
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**Great Food, Great Wines and Great Friends Come Together at Herzog’s Bistro!**

This spring experience sumptuous, market-fresh dishes in Herzog’s stylish and relaxed Bistro. Enjoy dining in the beautiful gardens by day or in the charming and intimate Bistro by night. For all you wine enthusiasts, indulge in one of New Zealand’s largest International wine lists!

![Sauvignon Workshop - January 27](image1)

![Wine & Food Festival - February 9](image2)

![Dog Point Picnic - March 2](image3)

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**Our Bistro is open for Lunch & Dinner from Wednesday to Sunday**

**Lunch:** 12pm - 2.30pm  **Dinner:** 6pm - late

**Cellar Door from Monday to Friday:** 9-5pm  **Saturday & Sunday:** 11-4pm

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