

Contents Small-to-medium enterprises

features

- 36 Pre-winter planning
- 53 United Grower
- 79 WEA Conference preview
- 98 Education & training
- 100 Information technology

news

- 6 MyView: Rebecca Dolan
- 7 Quality outweighs quantity in vintage 2012
- 17 Regional roundup: Western Australia
- 19 People & places: Scarce Earth project
- 20 Letter to the Editor: MIS has its place

grapegrowing

- 21 The light touch on wine quality
- 24 More strobilurin-resistant powdery mildew detected in vineyards
- 25 Recovery of grapevines from fire damage
- 33 New legislation for securing rights over fruit
- 35 In profile: John Schiller
- 36 Composting onsite for economic and environmental gains
- 41 New grape training system for machine pruning

winemaking

- 61 Best of the boutique: Passion and patience
- 69 Wineries embrace sensory analysis
- 71 The addition of bentonite at different stages
- 74 Essential oenology: Is there too much residual copper in your wine?
- 77 Ask the AWRI: How to and why identify matter other than grapes

sales & marketing

- 88 Author reveals first steps to marketing magic
- 90 Port: Foreign love affair
- 91 Wine trade gets serious with online forums
- 93 Preparation is paramount for mobile bottling runs
- 96 Label Q&A: Floral design set to sparkle

business & technology

- 97 SA wineries trail online for global traffic
- 98 Wine business philosophy
- 100 Going mobile to reduce errors in winery
- 102 Export market snapshot



39



53



61



cover

As the 2012 vintage ended on a high for many regions, Patritti winemaker Ben Heide captured this awesome shot of the fruit falling from the pick-up bins at their Adelaide winery.

regulars

- 5 on the grapevine
- 21 grapegrowing
- 61 winemaking
- 103 looking forward
- 104 marketplace classifieds