## **REGULAR FEATURES**

- 8 OPINION (Lawrie Stanford, Paul Evans): WGGA and WFA respond to GWRDC 5-year plan
- **10** WFA (Damien Griffante): Regions the key in Entwine Australia review
- 11 ASVO (Paul Petrie): A successful seminar and the ASVO Awards for Excellence
- **12** KEY FILES: Life as a small to medium wine producer sans the rose-coloured glasses
- 17 RICHARD SMART: Climate mapping in Tasmania to encourage vineyard investment

### WINEMAKING

- **20** AWRI REPORT: Aged Riesling and the development of TDN
- **29** What's new in winery toys? New technology for SME wineries



- **34** Managing oxygen in a small winery; why tank size may be the key to excessive oxidation in small wineries
- 38 Oxygen management during wine bottle ageing by means of closure selection; current trends and perspectives

## PROFILE

**80** Helm marks nearly 40 years of shaping the course of the Canberra District

## REGIONAL REPORT

82 Canberra District

#### VITICULTURE

46 Botrytis decision support: online tools for predicting seasonal risk of botrytis bunch rot



- 53 Pre-flowering defoliation effects on fruitfulness in the subsequent season
- 56 A biological control system for botrytis
- 59 Hot winegrape production: Italian lessons
- 63 Garganega an enticing variety with fruit, flavour and finish

# **BUSINESS & MARKETING**

66 Cellar doors: Why being good enough isn't good enough



- 69 Customer loyalty: The impact of customer satisfaction on loyalty; how does it affect customers' repurchase behaviour for Australian wine?
- 73 Promotions: The sales impact of regional and environmental in-store promotions
- 78 Export: Emerging Asian markets

## VARIETAL REPORT

88 Soldiering on with Savagnin