Communication with growers is of prime importance at Goundrey Wines and annual grower liaison days are held. These days are run on an informal basis and include the involvement of selected speakers and audience participation during any presentation.

Each grower is given a summary of the previous harvest results and this also provides details of what happened to an individual grower's fruit and the end product it was used for, or what is being planned for their product's use.

Specifications for the forthcoming vintage are also provided to each grower detailing the expected tonnage and the harvest parameters.

Goundrey Wines also provide growers with a list of phone contact for people who can assist them with answers to any questions or potential problems. This list includes:

- a viticulturist, for planting/growing advice
- a winemaker, to advise on grape quality assessment
- a manager, to offer advice about contract agreements
- an accountant, for advice about grape payments
- a laboratory assistant, for sampling and harvest results
- a transport co-ordinator, for ideal transport of grapes

Both the viticulturist and winemaker make regular visits to individual vineyards, and are able to address individual grower concerns on site.

As the harvest approaches frequent visits to vineyard sites are made by Goundrey staff, for sampling purposes and vineyard inspections, particularly for the monitoring of diseases. If any problems are identified an immediate follow-up visit is made by either the viticulturist or winemaker. Advice regarding vineyard management will be given where required.

The winemaker at Goundrey will decide harvest dates and growers will then be notified of the date and time when the harvesting of their vineyard is to commence. The transport co-ordinator will arrange for the delivery of picking bins and consequent pick-up of the harvested fruit.

When the fruit is received at Goundrey Wines, it will be weighed, analysed and given a quality score by a winemaker. These results will be faxed to the grower within 24 hours. If any fruit is out of specification, the grower will be notified immediately upon receipt of fruit and a decision will be made as to the acceptance or rejection of the fruit prior to processing.

Follow-up visits will be made post-vintage to discuss with individual growers factors such as winter vineyard management and pruning.

Quality parameters are amongst the information disseminated to growers, and the following aspects are relevant to any pre-harvest sampling analysis.

### Quality assessment and background information given to growers

#### Timing and frequency
- first sample to be taken approximately five weeks prior to harvest
- samples to be taken early morning after any moisture has evaporated
- samples should be kept cool and analysed as early as possible
- if analysis is to be done at Goundrey, delivery should be within 24 hours
- second sample should be 7–10 days after the first (this may be changed at the discretion of the winemaker)
- third sample should be 7–10 days after the second sample
- at this point the winemaker should be able to provide an approximate harvest date

#### Baumé
- this is a measurement of the sugar level present at the time of sampling
- generally 1 degree Baumé will ferment into 1% alcohol

#### pH
- this is a measurement of the alkaline/acidity balance
- wine generally has a pH between 3.0 and 3.5
- desirable pH will depend upon variety

#### Total acidity
- this is the total concentration of all acids present in the juice, the preferred range is generally 6.5g/L to 7.5g/L; predominant acids include:
  - tartaric acid
  - malic acid
  - citric acid
  - other acids will be formed by the fermentation and maturation of wine

#### Colour
- colour is extracted from the skins of red grape varieties
- there is some correlation between depth/intensity of colour and quality
- measurement of colour is made at harvest

#### Fruit ripeness
- fruit ripeness can sometimes occur before sugar ripeness
- it is an important factor in determining harvest date
- on occasions it may be preferable to harvest when the flavour is right in preference to set baumé standards
- the winemaker will determine this and adjustments may be made
QUALITY FRUITS - QUALITY WINES

Fruit condition
• determined by the winemaker at the weighbridge, each batch delivered to the winery is given a score between 1 and 5
• it is generally determined by the following:
  - level of M.O.G (material other than grapes)
  - soundness of the fruit
  - level of mould, mildew
  - indication of fermentation
  - good and bad aromas, e.g., fruit, floral, acrid, volatile, musty

Machine and hand harvesting
White grapes addition of P.M.S to be supplied by Goundrey
• night harvesting only
• ambient temperature less than 18°C for 1.5 hours
• no rain for at least one hour prior to harvesting
• delivery to winery as soon as practical

Red grapes
• no vineyard additions
• day or night harvesting
• temperature less than 25°C
• no rain for at least one hour prior to harvesting
• delivery to winery as soon as practical

The following is an example of the Production Statistics from Goundrey Wines Pty Ltd., that are supplied to growers.

Harvest intake
Harvest 1997 – 1,300 tonnes
Harvest 1998 – 2,103 tonnes
Harvest 1999 – 2,152 tonnes
Harvest 2000 – 2,670 tonnes

Random harvest parameters

<table>
<thead>
<tr>
<th>Date</th>
<th>Variety</th>
<th>pH</th>
<th>TA</th>
<th>g/L</th>
<th>Baume</th>
<th>Comment</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 Feb</td>
<td>Verdelho</td>
<td>3.24</td>
<td>8.6</td>
<td>13.5</td>
<td></td>
<td>Clean some sunburn</td>
</tr>
<tr>
<td>16 Feb</td>
<td>Chardonnay</td>
<td>3.56</td>
<td>7.0</td>
<td>13.7</td>
<td></td>
<td>Large berries, sun damaged</td>
</tr>
<tr>
<td>23 Feb</td>
<td>Chenin Blanc</td>
<td>3.32</td>
<td>6.8</td>
<td>12.7</td>
<td></td>
<td>Machine damaged, 4% M.O.G</td>
</tr>
<tr>
<td>11 Mar</td>
<td>Grenache</td>
<td>3.60</td>
<td>4.1</td>
<td>13.8</td>
<td></td>
<td>Poor colour, lacks acidity</td>
</tr>
<tr>
<td>23 Mar</td>
<td>Riesling</td>
<td>3.01</td>
<td>8.6</td>
<td>10.0</td>
<td></td>
<td>Tight flavour structure, crisp</td>
</tr>
<tr>
<td>19 Mar</td>
<td>Shiraz</td>
<td>3.52</td>
<td>6.8</td>
<td>13.9</td>
<td></td>
<td>Spicy pepper, black colour</td>
</tr>
<tr>
<td>23 Mar</td>
<td>Semillon</td>
<td>3.38</td>
<td>7.0</td>
<td>11.1</td>
<td></td>
<td>Some mould pressure, mushy</td>
</tr>
<tr>
<td>23 Mar</td>
<td>Pinot Noir</td>
<td>3.67</td>
<td>7.2</td>
<td>13.3</td>
<td></td>
<td>Lacks colour and flavour depth</td>
</tr>
<tr>
<td>23 Mar</td>
<td>Chardonnay</td>
<td>3.47</td>
<td>6.2</td>
<td>12.1</td>
<td></td>
<td>Fresh pears, clean fruit</td>
</tr>
<tr>
<td>25 Mar</td>
<td>Chardonnay</td>
<td>3.23</td>
<td>6.8</td>
<td>13.0</td>
<td></td>
<td>Apricot and green apples</td>
</tr>
<tr>
<td>1 Apr</td>
<td>Riesling</td>
<td>3.06</td>
<td>9.8</td>
<td>14.0</td>
<td></td>
<td>Some Botrytis, citrus flavours</td>
</tr>
<tr>
<td>11 Apr</td>
<td>Cab. Sauv.</td>
<td>3.46</td>
<td>6.9</td>
<td>13.7</td>
<td></td>
<td>Dark blackberry fruit</td>
</tr>
<tr>
<td>17 Apr</td>
<td>Shiraz</td>
<td>3.29</td>
<td>6.5</td>
<td>12.8</td>
<td></td>
<td>Bright red, good flavour</td>
</tr>
<tr>
<td>29 Apr</td>
<td>Cab. Sauv.</td>
<td>3.52</td>
<td>5.7</td>
<td>12.7</td>
<td></td>
<td>Good colour, large berries?</td>
</tr>
<tr>
<td>3 May</td>
<td>Cab. Sauv.</td>
<td>3.56</td>
<td>5.4</td>
<td>13.3</td>
<td></td>
<td>Blackberry, purple and complex</td>
</tr>
</tbody>
</table>

Quality assessment
Baume
Set an agreed base level
Add or deduct 1% for each 0.2°Be away from the base level
There will also be a set maximum and minimum
Outside the maximum/minimum will require re-negotiation of acceptance

pH
Used as an indicator only

Total acidity
Set an agreed desired acidity no bonuses or deductions will apply as yet

Colour
Used as an indicator only

Fruit ripeness
Used as an indicator
If the winemaker decides that it will be beneficial to harvest at a lower baume than the base level, an adjustment to the base will need to be made

Fruit condition
Assessed by the winemaker/viticulturist on receipt of each parcel of fruit
Bonuses will be applied for fruit scoring 4 to 5
Deductions will be made for fruit scoring 2 or below
Fruit scoring 1 will be subject to rejection/re-negotiation