



Dear grapegrower,

The wine grape industry remains oversupplied, especially when considered on a variety or regional basis, and as a consequence all stakeholders are reviewing their businesses according to these pressures.

With these factors in mind you will need to give serious consideration to redeveloping your vineyards to ensure long term viability of your vineyard or business.

Growers

- > Generally speaking are experiencing low grape prices, especially for varieties not currently in demand.
- > In these circumstances, the value of vineyard assets will continue to decline and again, this will be exacerbated if there is no demand for the variety, or there is no grape supply contract.
- > The decision to reinvest is only viable for those with a confident outlook and who have support from their financial institution.

Wine companies

- > In the event of a recession, wine companies may be experiencing lower sales and will, therefore, review their grape intakes downwards.
- > Many have contractual commitments to purchase grapes including varieties that are not currently in demand.

Redevelopment + revived income = profit

- > May view an opportunity to stop accepting excess tonnages favourably and support a grower's willingness to change varieties.
- > Winery market intelligence about emerging trends in varieties, blends and styles requires significant lead time.

Financial institutions

- > Will always consider a well thought out business proposal and viable business plan.
- > Will support a vineyard development that has some guarantee for the sale of the grapes produced.

Infield

- > Can supply consulting services to develop a costed business plan to underpin your decision to redevelop.
- > Has the capacity to redevelop vineyards in cost-effective ways with a high overall success rate.
- > Has a proven track record and a highly practical approach.

TOM AYERS
MANAGING DIRECTOR
INFIELD



Changing varieties

In an industry subject to market pressures Infield has again shown resourcefulness in developing its own system for vineyard refurbishment. With minimum disturbance to the vineyard infrastructure, our system reduces the cost of changing varieties and ensures your potential for returning to full production in the shortest possible time.

Our system involves:

- > Removal of the old cordon arms
- > Vine stump excavation
- > Vine trash removal
- > Soil assessment and conditioning
- > Fertiliser application
- > Midrow treatment
- > Sourcing new vines
- > Water jet planting the replacement variety.

Infield can also provide complete grafting or top-working services as another cost-effective way to change varieties. Experience has shown that the four most important factors are:

- > Meticulous preparation
- > Correct timing
- > Experienced grafters
- > Frequent vine training and care after grafting

A successful top-working outcome will result in waiting one year less to achieve production, as compared with conventional vine removal.



VINE DIGGING



BUD PLACEMENT & WRAPPING