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**Martin  
Vialatte  
Oenologie**  
*L'œnologie du futur...*



**STATION  
OENOTECHNIQUE  
de CHAMPAGNE**  
*Experts en effervescence*



**Oenofrance**  
*Le Vin pour Cultu*

# CONTENTS

## WINE YEAST STRAIN SELECTION GUIDE 2011 ..... 2

### ACTIVE DRIED YEAST

BC (Security and re-start) .....	3
58W3 For Alsatian style aromatic whites .....	3
MULTIFLOR .....	3
CHARDONNAY YSEO .....	3
QUARTZ .....	3
PERLE .....	4
M83 .....	4
MVO 3001 .....	4
MT .....	4
CSM .....	4
SYRAH YSEO .....	5
GRENACHE .....	5
C19 YSEO .....	5
SYNERGIE .....	5
ALS.....	5
BRG YSEO.....	6
CHP .....	6
LUMAI.....	6
RIBERA.....	6

### YEAST NUTRIENT – MARTIN VIALETTE RANGE

PRE-FERM .....	7
ACTIFERM .....	7
ACTIFERM 1-2.....	7
PHOSPHATE COMPOSE .....	7

### MARTIN VIALETTE AND OENOFRANCE RANGE

#### SUPPLEMENTS

GENESIS RANGE .....	8
---------------------	---

#### MALOLACTIC BACTERIA

H+ .....	8
F (Alpha equivalent) .....	8
XL .....	8
BLO1 .....	8

#### MALOLACTIC NUTRIENT

PRE-LACTIC .....	9
MALOVIT .....	9
MALOVIT B.....	9

#### ENZYMES

DEPECTIL MP+.....	9
DEPECTIL EasyCLAR 32 FCE.....	9
DEPECTIL Ar.....	10
DEPECTIL ELEVAGE (ageing) .....	10
DEPECTIL EXTRA GARDE FCE .....	10

## TANNIN

### Vinification

SUBLIWHITE .....	10
VITANIL AJ 11 .....	10
VITANIL VR .....	10
SUBLITAN VINIF .....	11

### Maturation and Ageing

OENOTAN SELECTION .....	11
SUBLITAN .....	11
TANIRAISIN .....	11
TANIPEPIN .....	11
VITANIL “OAK” .....	11

### Special Sparkling Wine

TANIN TIRAGE POWDER Maturation & Ageing	11
AMPLITAN TIRAGE.....	11

## BENTONITE

ELECTRA .....	12
GRANULA .....	12
MIRACOL .....	12
EFFICOL.....	12

## ADJUVANTS

ADJUVANT 92 .....	12
ADJUVANT 83 .....	12
COMPLEXE A.N. LIQUID.....	13

## FINING AGENTS

### Gelatine

GELISOL .....	13
GELISOL “P” .....	13
COLLE BDX .....	13
AQUACOL NEW .....	13
PRZ ULTRA NEW .....	13

### Isinglass

CRISTALINE .....	13
------------------	----

### Silica Gel

CLARISOL .....	14
SILISOL .....	14

### Arabic Gum

FILTROSTABIL P .....	14
GOMIXEL .....	14

### Fining Agents – animal and allergen free

POLYGREEN .....	15
PVPP.....	15

### Cold Stabalisation

CRISTAB .....	16
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## TERMS AND CONDITIONS..... 17



# Wine Yeast Strain Selection Guide 2011

## Selecting Yeast Strain to Grape Varietal

### WHITE

<b>Chardonnay</b> Chardonnay BRG YSEO Quartz CHP	<b>Chenin Blanc</b> Quartz BC ALS	<b>Gewürztraminer</b> 58W3 YSEO C19 YSEO Multiflor	<b>Pinot Gris</b> 58W3 C19 YSEO Chardonnay MVO 3001	<b>Riesling</b> 58W3 Multiflor ALS Synergie C19 YSEO	<b>Sauvignon Blanc</b> ALS Synergie
<b>Verdello</b> Synergie 58W3 BC Lumaï BRG YSEO	<b>Sémillon</b> Quartz Multiflor BC ALS 58W3	<b>Viognier</b> Quartz Multiflor 58W3 BC Lumaï BRG YSEO	<b>Other Floral Whites</b> 58W3 Multiflor C19 YSEO Synergie	<b>Sparkling Wine</b> Quartz CHP C19 YSEO Pearle	<b>Rescue Yeast</b> BC Quartz Syrah YSEO

### RED

<b>Grenache</b> M83 Grenache RiberaP	<b>Cabernet Sau / Cabernet Franc</b> MT CSM Lumaï	<b>Malbec / Mouvedre</b> M83 Ribera Lumaï	<b>Merlot</b> MT CSM Ribera	<b>Pinot Noir</b> BRG YSEO MVO 3001
<b>Shiraz</b> Syrah YSEO Ribera MYO 3001	<b>Sangiovese &amp; Tempranillo</b> MVO 3001 Ribera	<b>Other Reds</b> M83 MT Lumaï Ribera	<b>Rosé</b> M83 C19 YSEO Grenache Synergie	

# ACTIVE DRIED YEAST

## BC (Security and re-start) | Martin Vialatte

Mixture of 2 complementary strains to ensure fermentation safety even in difficult situations. SC var. **Cerevisiae** – good implantation to start fermentation, **SC var. Bayanus** – high alcohol tolerance, will take over from Cerevisiae to complete fermentation. *BC Fermentation restart yeast, low nutrient demand and low producer of VA.*

## 58W3 For Alsatian style aromatic whites | Martin Vialatte

58W3 was isolated, studied and selected during a five-year research project by the INRA in Colmar (Alsace), France. The goal of this selection program was to find a dominant natural yeast that would enhance spicy, floral and fruit descriptors in aromatic white varieties such as Pinot Gris, Gewurztraminer, Riesling, Viognier and Semillon. Unique to 58W3 is its ability to contribute an overall well-balanced mouthfeel and increased richness due to the release of bound terpenes in aromatic varieties due to the beta-glycosidase activity. This enhances classic varietal characteristics and leads to the creation of smoky/spicy aromas.

*Recommended for: Pinot Gris, Gewurztraminer, Riesling, Viognier and Semillon*

## MULTIFLOR | Martin Vialatte

Multiflor is an association of complementary selected yeasts especially elaborated for the fermentation of grape musts with high sugar content, in order to ensure the aromatic expression and fermentation safety. Produces wine providing a very good aromatic intensity “citrus like and grapefruit” and cultivar character. Multiflor consist of 2 strains: a *Saccharomyces cerevisiae* var. *cerevisiae*, providing an important aromatic expression and a *Saccharomyces cerevisiae* galactose- (ex- bayanus) showing a good resistance to very high alcohol, to ensure end of fermentation even in hard conditions (TAP,pH, fermentation temperature). By acting at different stages of the fermentation, the characters and aromas are different from either of the single yeasts.

*Recommended for Riesling and Aromatic whites, enhances the fruit and floral characters and gives increased body.*

## CHARDONNAY YSEO | Martin Vialatte

Special Chardonnay strain MV95203, increased aromatic complexity and increased fruit driven intensity. Recommended for quality harvests for ‘laying down’ wines. *Saccharomyces cerevisiae* galactose – (ex bayanus) strong establisher when inoculated. Pinot Gris

## QUARTZ | Martin Vialatte

Enhances aroma and varietal character. Produces a complex, white peach aromatic. High performance yeast isolated on the bio-dynamic Domain Fleury in Champagne. Recognised for its fermentative qualities in classical and bottle fermentation. Converts higher levels of Fructose than other yeast and has a high alcohol tolerance (17%), making it ideal for difficult situations or stuck ferments. Short lag phase. It is a *Saccharomyces cerevisiae* galactose, known under the name of *Saccharomyces bayanus* before its taxonomic reclassification. *Ideal for Chardonnay, Viognier and Sparkling Wine*



# ACTIVE DRIED YEAST

## PERLE | Martin Vialatte

Specialist secondary Fermenter, displays good performance for smooth and complete secondary fermentations in closed tanks. PERLE reveals expressive, fruity and fresh aromas with less yeast autolysis. It is particularly suited to sparkling wines contributing to the development of harmonious gustatory profiles with a perfect balance between freshness and roundness. *Developed for Charmat tank method ferments Sparkling Shiraz.*

## M83 | Martin Vialatte

Produces high aromatics and flavours in red wines. Round and balanced wines for early consumption styles. Suited for High alcohol potential, High implantation rates and low VA production. *Produces soft, round styles like Rosé. Low nutrient demand.*

## MVO 3001 | Martin Vialatte

MVO 3001 is a Burgundian strain isolated on Grand Cru in Côtes de Nuit, primarily for Pinot Noir. Selected for its positive fermentation abilities and its ability to develop the aromatic complexity and elegance of a burgundy grand cru. MVO 3001 strain has been selected for “Cold soaking”. Resistant to low temperature (10°C) and high SO<sub>2</sub> (120ppm). MVO3001 added at day 1 of cold soak competes with the other microorganisms before fermentation starts, avoiding deviations from hazardous microorganism. MVO3001 is well adapted to varieties that are “cold soaked” including Tempranillo, Sangiovese and Barbera. MVO3001 provides excellent colour extraction, promotes the development of manoproteins that reduce astringency of red tannins giving a rounder, softer mouthfeel. *Ideal for Pinot Noir, Tempranillo, Sangiovese and Barbera.*

## MT | Martin Vialatte

Developed with Cabernet and Merlot in mind. Expresses and enhances varietal aromas very well. Especially fruity/floral, strawberry and caramel. MT is very good at extracting and preserving colour and tannin for reds designed for ageing. It has Low VA production. Produces a rich, full coloured wine with powerful aromatics and excellent balance and has a high resistance to alcohol up to 16%vol. *Ideal for Cabernet / Sauvignon, Franc and Merlot.*

## CSM | Martin Vialatte

CSM was isolated in Bordeaux for Cabernet Sauvignon, Cabernet Franc and Merlot. This yeast promotes intense aromatic profiles, predominantly berries, spices and licorice. CSM is a high colour and phenolic extractor. During tasting, this yeast typically showed soft, supple and long tannins. The strain L 6885 consumes more malic acid than other strains leading to an early MLF. Its optimum fermentation range is between 15° to 32°C and requires high levels of nutrients (Pre-Ferm and Actiferm 1-2). CSM reduces vegetal aromas and adds complexity along with a balanced, round mouthfeel. Not suitable above 14% alcohol. *For: Cabernet sauvignon, Cabernet franc and Merlot.*



# ACTIVE DRIED YEAST

## SYRAH YSEO | Martin Vialatte

Specific yeast for Shiraz grapes. Selected from the best Syrah regions of the Rhone Valley. Syrah preserves acidity, increases spice aromas, and high alcohol potential. Syrah Yeast is a high glycerol producer and offers good mouthfeel and stable colour extraction. YSEO technology improves fermentation in difficult conditions (high alcohol) and positively affects sensory properties. Offers superior inoculation rates, safer rehydration and lower nutrient requirements.

*Expression of typical varietal aromas. Decreased volatile acid formation.*

## GRENACHE | Martin Vialatte

Developed especially to maximise colour and extraction as well as increasing complexity, fruit characters plus mouth feel and aromas. High alcohol tolerance with little to no VA production. This yeast expresses the aromas in Grenache providing complexity and spicy, floral (iris) touches, cooked fruits and ginger. Fermenting with very good finishing and extraction, good juice yield and sustained colour characteristics

*Suited for rosé and red wines and has a high alcohol tolerance with little to no VA production.*

## C19 YSEO | Oenofrance

Excellent fermentation ability and genuine aromatic qualities. This yeast is derived from crossing two well known yeasts deriving the key qualities of resilient fermenter with aromatic enhancement. It ferments quickly and has a short lag phase. Through its side B-glucosidase activities it releases the terpin derived aromas of the fruit. Ideal for white wine and fruit driven rosé style wines, including bottle fermented sparkling wines. YSEOTM technology improves fermentation in difficult conditions (high alcohol) and positively affects sensory properties. YSEO yeasts deliver superior inoculation rates, safer rehydration and lower nutrient requirements. *Suited for white wine and fruit driven rosé style wines, including bottle fermented sparkling wines.*

## SYNERGIE | Oenofrance

The Synergie is an association of two yeast strains: C19 and ALS, well known for their fermentation ability and their aroma enhancement characters in white and rosé wines. By acting at different stages of the fermentation, they allow the making of aromatic dry wines. To be used together with yeast nutrients added to the must at the end of the growth phase.

*White and rosé wines, aromatic dry wines.*

## ALS | Oenofrance

Strain selected and isolated in Alsacian vineyards, it is primarily used for aromatic white wine styles. It assists with the development of the aromatic expression of the grape variety. It reveals terpins through its B-glucosidase activities (Muscat, Muscadelle, Semillon) and gives good expression of certain aromatic thiols (Sauvignon Blanc, Riesling. Works well with Genesis Native for additional source of yeast sterols. *Riesling, Sauvignon Blanc, Semillon, Muscat and Muscadelle,*



# ACTIVE DRIED YEAST

## BRG YSEO | Oenofrance

Isolated in Burgundy. This yeast is selected for positive fermentation characteristics and its ability to develop both the aromatic and organoleptic expression in quality white and red wine. Designed to be used in complex, multi-layered wines for ageing. *Suited for Chardonnay and Pinot Noir.*

## CHP | Oenofrance

CHP was isolated in the terroirs of Champagne, and selected by the Interprofessionnal Committee of Champagne (reference CIVC 8130). Chosen for its strong fermentation characteristics and ability to produce white wines with great subtlety and finesse. Most commonly used as a primary or secondary ferment yeast for sparkling wines. CHP can manage fermentations in difficult situations such as: low temperature, clarified must (NTU less than 80) or juice from grapes with disease pressure. The aromatic finesse in white wines achieved by the CHP makes it an ideal choice for the elaboration of sparkling wines. For other wines the CHP enhances the fruitforward (with white flower aromas) when fermented at low temperatures (15 to 18°C). *Suited for white wines with great subtlety and finesse and primary or secondary ferment yeast for sparkling wines.*

## LUMAI | Oenofrance

*Saccharomyces cerevisiae galactose (ex bayanus)* adapted for the elaboration of complex red wines – Malbec, Mourvedre (Mataro) & Cabernet - and generous white wines. It has rapid implantation and low nitrogen requirements, resistance to alcohol allow it to help produce wines with ripe fruit that are rich in sugar. Lumai has the capacity to reveal varietal compounds such as B-damascenone, a molecule whose precursors are found in different red grape varieties – this molecule is associated with aromas such as cherry, red fruit, woody and honey aromas – which can help in hiding the vegetal character in Cabernet and Shiraz. *Suited for Malbec, Mourvedre (Mataro) & Cabernet*

## RIBERA | Oenofrance

Strain selected and isolated in the Ribera del Deuro region in Spain especially for red wines made from high sugar content fruit. It enhances the varietal character of the fruit for full-bodied fruit driven style red wines. *Suited for: Red wines made from high sugar content fruit.*



Martin Vialatte range

# YEAST NUTRIENT

## PRE-FERM

For use during yeast rehydration to help protect and reform yeast (contains Natstep®). Micronutrients, sterols and long chain fatty acids promote cell membrane integrity for increased alcohol tolerance as fermentation proceeds. Addition of yeast hulls result in increased assimilation of sterols.

## ACTIFERM

A broad-spectrum nutritional supplement, Actiferm includes all the vitamin and trace elements required by yeast to ensure the correct growth and multiplication. For re-starts of stuck fermentations.

## ACTIFERM 1-2

A two part addition; Actiferm 1- Ensures a rapid onset of fermentation and multiplication of yeast. Actiferm 2- Increases the resistance of yeast to ethanol and accelerates the end of fermentation. Particularly for white and rose wines.

## Difficult and 2nd Ferment Nutrient PHOSPHATE COMPOSE

Over maturation or bunch rot can result in significant decreases of nutritive elements normally present in the harvest. PHOSPHATE COMPOSE contributes to maintaining a viable yeast population throughout fermentation.

For bottle fermentation or Prise de Mousse in Champenoise and traditional methods, fermentation generally takes place in nutrient impoverished conditions. PHOSPHATE COMPOSE provides the nutrient required to avoid slacks and difficult fermentations. Diammonic phosphate provides the musts or wines with ammoniacal nitrogen (the most absorbable form of nitrogen by yeasts during the multiplication stage). Thiamine ( vitamin B1 ) is necessary for the yeasts' growth and multiplication.

PHOSPHATE COMPOSE can be used:

On musts, during alcoholic fermentation.

On wines, to elaborate sparkling wines in Champenoise and traditional methods.

In case of high deficiency, use ACTIFERM or ACTIFERM 1-2



# Martin Vialatte and Oenofrance range

## Supplements

### GENESIS RANGE

**FRESH** – A combination of inert yeast and cellulose. The strain and production process increases the level of polysaccharides and peptides, particularly glutathione an oligopeptid with reductive characteristics. These peptides help prevent browning in the wine and maintain the freshness of the aromas especially the volatile thiols that are most sensitive to oxidation.

**LIFT** – A yeast hull based selection from a yeast strain abundant in polysaccharides in their walls. Genesis lift releases mannoproteins which improve the organoleptic volume of the wine in both white and red wine. It also helps to reduce the feeling of undesirable astringency in red wines.

**PRIME** – Based on a selection of yeast hulls from a yeast strain *saccharomyces cerevisiae* which contains a high level of polysaccharides (mannoproteins and glycoproteins). Due to the product treatment most of these become rapidly soluble with the remaining small portion requiring longer contact with the wine to be released. It assists in removing off sulphur aromas, and contributes to mouthfeel volume and length of finish.

## Malolactic Bacteria

### H+

This bacterium was selected for its capacity to carry out malolactic fermentations in low temperature and low pH wines by the team of Vincent Gerbaux at the ITV. Works more efficiently and 16°C than at 20°, effectively saving energy costs. Can be used at pH values as low as 2.9. A low diacetyl and low VA producer. Comes in kit form with activator. Uses the acclimation process.

### F (Alpha equivalent)

Burgundian selection suited to low pH, medium alcohol wines. Suitable for white and red wines. Tolerant to low temperature. Direct inoculation.

### XL

An efficient tool for carrying out MLF rapidly and safely across a range of white, red or rose wines where there are no limiting analytical parameters. Comes in a kit form with a specific XL activator technology from the One-Step™ to ensure the short re-acclimatization phase before inoculation. Kits for large volume up to 100,000L available.

### BLO1

BLO1 is a selected lactic acid bacterial strain especially suitable for the de-acidification of white wines, including the most acidic ones.

It also contributes to the production of wines with considerable aromatic elegance and well preserved fruitiness

- Perfect for sparkling base wines and white wines of fine character and elegance
- 7-10 day Inoculation
- Will not metabolise Citric so no Diacetyl production
- High SO2 tolerance
- Tolerant of wines with low pH down to 2.8
- Tolerant of low temperatures (10degC)



# Martin Vialatte and Oenofrance range

## Malolactic Nutrient

### PRE-LACTIC

The growth and activity of lactic acid bacteria depends on numerous factors such as temperature, pH, alcohol, inhibitor factors and nutrients. "Pre-Lactic" added during the re-hydration stage of lyophilized lactic acid bacteria optimises their growth under difficult conditions. Composed of specific inactivated yeast and adjuvants, "Pre-Lactic" supplies essential growth factors such as amino acids, peptides, vitamins and mineral salts along with the adjuvants which keep the bacteria in suspension.

### MALOVIT

Specific inactivated yeast, yeast hulls and support elements. Improves multiplication and viability of bacteria. Especially suited to wines prone to MLF problems (eg: low pH, high alcohol and SO<sub>2</sub> levels, and highly tannic red).

### MALOVIT B

Chardonnay is known to be very low in the amino acid arginine, which is required by LAB to metabolise malic acid. Malovit B is recommended for chardonnay table wines and chardonnay base wines as it contains arginine in addition to inactivated yeast, yeast hulls and support elements.

## Enzymes

### DEPECTIL MP+

Importantly, Depectil MP+ allows for the increased extraction of aromatic precursors during skin maceration and early release of the glycolysed aromas:

> The pectinases allow an increased extraction of the aromatic precursors bound to the grape skins and thus optimise potential aroma. The strengthening of the  $\beta$ -glucosidase secondary activities from the maceration stage releases the bound aromas.  $\beta$ -Glucosidase reinforced pectinase, designed for the optimisation of skin maceration. Allows a rapid degradation of the pectin present in the grapes allowing:

- Pressing optimisation to increase juice output with less pressure.
- Better must clarification and rapid settling.

### DEPECTIL EasyCLAR 32 FCE.

For the clarification of difficult white and rose wines (eg varieties naturally rich in pectins, low pH, machine harvested etc). A very highly concentrated pectinase preparation elaborated to debase the pectins naturally present in must.

Allows:

- A rapid and efficient clarification of difficult must
- A faster cold settling with increased compaction of lees
- Easier clarification and settling.
- Contributes to the preservation of the wines organoleptic quality.



# Martin Vialatte and Oenofrance range

## Enzymes cont.

### DEPECTIL Ar.

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Addition post ferment allows the quality of white and rose wines to be improved

By:

- Increasing the varietal aroma through the release of aromatic terpenols from precursors (terpenic glycosides) naturally present in the must.
- Furthering the clarification of the wine
- Making the final wine filtration easier

### DEPECTIL ELEVAGE (ageing)

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Micro granulated enzymatic preparation to improve the organoleptic quality of wines ageing on lees and their filterability.

Allows:

- Extraction of yeast polysaccharides and manoproteins, contributing to roundness and stabilisation.
- Helps to degrade the high blocking glucans (eg from Botrytis infection) to aid filtration.

### DEPECTIL EXTRA GARDE FCE

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Pectolytic enzymes for the elaboration of red wines with high potential. A preparation to be used on wines with high polyphenolic potential or needing a rapid tannin extraction for a quicker colour stabilisation:

Ideal for:

- High potential harvests. In long maceration for the elaboration of ageing wines
- Use on partially altered harvests in order to rapidly extract the tannins and colour while avoiding any potential off characters.

## Tannin

Tannin – Vinification

### SUBLIWHITE

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Tannin specifically designed for white wine. Studies have shown that additions of this proanthocyanidin tannin during fermentation protected colour and avoided browning, developed the fruity and floral aromas of wines, removed green vegetal characters and brought roundness. Also, wines clarified more easily after completion of the alcoholic fermentation.

### VITANIL AJ 11

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Granule formulation. Blend of condensed tannins in granular preparation. Very reactive with proteins and anthocyanins. May be used to negate the “green” tannins resulting from young vines.

### VITANIL VR

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Granule formulation. Made of condensed tannin (proanthocyanidin-type tannin) very close to the structure of grape tannin, this condensed tannin is used for its antioxidant and anti oxidasic properties on difficult vintages and stabilisation of red wine. Alternative to VR SUPRA.

# Martin Vialatte and Oenofrance range

## SUBLITAN VINIF

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Sublitan is a blend of tannins - predominantly grape skin - suited for use with mid range wines. It aids in stabilising colour due to co-pigmentation and also contributes positively to mid palate structure.

### Tannin – Maturation and Ageing

## OENOTAN SELECTION

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Pure oak tannin extracted by water from Tronçais and Limousin wood that has been seasoned for 2 years. Supplied in a freeze dried form allowing an unmatched solubility. Wide action on both reds and whites including wine clarification and stabilization, reinforcing the anti-oxidizing action of SO<sub>2</sub>, efficiently precipitates the proteins of fining agents. Most importantly, Oenotan selection elaborates the wood-like aromas and increase the wines structure.

## SUBLITAN

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A blend of pure oak tannins selected for their functional and organoleptic qualities. Sublitan reinforces the structure and increase the aroma of both red and white wines. Ensures a perfect harmony.

## TANIRAISIN

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Pure grape tannin, extracted 100% from grape skins. These are the most interesting tannins for their reactivity and their organoleptic qualities. Often termed the “smooth” or “soft” tannins. Adds volume to white and red wines.

## TANIPEPIN

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Pure grape seed tannin. A proanthocyanidin type tannin especially developed for red wines. Superior colour stabilization and anti-oxidation characteristics. Contributes to wine balance by providing a more tannic structure.

## VITANIL “OAK”

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Pure oak tannin extracted by water. Protects the wine against oxidation by fixing the oxygen and therefore prevents browning and colour precipitation. A high quality fining aid for protein finings in white wine. Brings structure and harmony.

# Tannin

### Special Sparkling Wine Tannins

## TANNIN TIRAGE POWDER

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A blend of 80% Gall nut and 20% chestnut tannin. Designed to assist with in bottle fining during secondary ferment (prise de mousse). Also reinforces the wine structure to give it better resilience and opportunity to develop and age well.

## AMPLITAN TIRAGE

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A blend of tannins, inactivated yeast and yeast hulls helps in bottle fining, favors structure. Increased polysaccharides improves roundness and foam stability.

AMPLITAN TIRAGE contributes volume and mouth feel to young sparkling wines.

Tannins, which are traditionally added at bottling help bottle fining and favor wine brilliance.

# Martin Vialatte and Oenofrance range

## Bentonite

### ELECTRA

The reference bentonite of our line. Activated calcium bentonite, supplied as powder. Very high deproteinising activity. Reasonable sediment volume. Can be used as treatment of must, in alcoholic fermentation, or for wines of all types and origins.

### GRANULA

Activated calcium bentonite, supplied as a granule for extremely simple use. Highly pure, no sandy inclusions. Normal sediment volume. Can be used at all stages from work on musts to bottling preparation.

### MIRACOL

Highly activated and very active calcium bentonite. Very white and pure. Selected to solve difficult cases, where the presence of large quantities of some colloids hinders clarification. Lower doses generally required.

### EFFICOL

Efficol is a specially developed and selected protein fining product for Sparkling Base wine. The unique character of Efficol is that it removes unstable proteins whilst preserving good bead and mousse formation. Efficol is a direct result from PHD research by Vanrell Truyols Guillem (2002) into the relationship between protein levels and the foaming ability of Sparkling wine. Efficol is a combination of highly refined enological bentonite selected by SOEC for its high protein removal capacity blended with a specific protein fining agent. This combination preserves the foaming qualities of the sparklings produced. Efficol has also been found to assist in reduction of gushing in some wines prone to this. Efficol produces rapid settling and compacted lees. It is easy to prepare, with no lump formation.

## Adjuvants

### ADJUVANT 92

The latest development and worlds premium adjuvant for secondary bottle fermentation. Allows easy, rapid and reliable riddling every time. A blend of alginate and mineral colloids flocculates quickly collecting all the yeast particles that cause cloudiness in the wine. Ideal for machine riddling

### ADJUVANT 83

Allows clarification of wine in the bottle during the secondary fermentation. It is a balanced elaborated blend of bentonites and mineral colloids which flocculates and collects the particles of the cloudiness. ADJUVANT 83 is suited for riddling by hand or machine. When bottled on slats, ADJUVANT 83 coats the glass and forms an isolating layer so lees are drawn towards the neck in a consistent manner and without leaving traces on the glass.



# Martin Vialatte and Oenofrance range

## COMPLEXE A.N. LIQUID

Complexe A.N. Liquid mineral colloids – Nutrients improves the riddling and makes a more compact deposit of lees in the Champagne process. It is a complement not a replacement for the classical shaking adjuvants. It acts by diluting the yeast deposit and isolating it from the glass. It provides a substrate on which the yeast can attach. It contains hydrophobic inorganic and organic colloids, as well as nutrients. It is preferable to incorporate COMPLEX A.N. Liquid with the yeast at the same times as the adjuvant used.

## Fining Agents

### Gelatine

#### GELISOL

Liquid gelatine for white, red and rose wines. Specially prepared for oenology, Gelisol is a moderately hydrolysed gelatine with a high degree of purity and stability. The carefully controlled surface density charge gives it great reactivity. An excellent fining agent, Gelisol eliminates hard tannins and improves the aroma fruitiness roundness and fineness. Also acts as an excellent clarifying agent in white wines and musts. Increases the sedimentation and packing down in the must before filtering.

#### GELISOL “P”

Powder form of Gelisol.

#### COLLE BDX

Ready to use liquid gelatine for highly structured or hard red wines, such as young wines or press wines. A highly concentrated solution of pork skin gelatin allows for a fast clarification and brings sensory improvement.

#### AQUACOL NEW

Powder or liquid gelatin made from fish skins (not isinglass). Similar amino acid structure to mammal gelatin. Provides faster, more efficient clarification than either bovine or porcine products. Minimal organoleptic impact when compared to other gelatines. A very soft, gentle and efficient gelatin for white, red and rose wines. May require allergen labelling.

#### PRZ ULTRA NEW

Powder form. A complex blend of gelatin derived from fish skins and mineral fining agents. Used for the clarification and fining of full or concentrated red wines. Revelation of fruity aromas, increases roundness. Limited lees production.

### Isinglass

#### CRISTALINE

Isinglass powder. A very delicate proteinic fining agent derived from the swim bladders of fish. Refines the organoleptic characteristics, removes bitterness and improves brightness and filterability. Its slow flocculation removes the smallest particles in suspension. Improves the filterability of especially difficult to filter wines such as botrytis affected grapes. Filtration output greatly enhanced.

# Martin Vialatte and Oenofrance range

## Fining Agents cont.

### Silica Gel

#### CLARISOL

Non allergenic alternative to Casein. Removes the oxidised and oxidisable polyphenol compounds responsible for browning. As an allergen free non casein product it is not subject to labelling recognition as is required for Casein.

#### SILISOL

A liquid silica gel containing 30% silica acid well adapted to treat wines which are difficult to clarify, for example wines rich in mucilage and colloids (Botrytis Cinerea in particular) effective on white and rose wines. Silisol increases the clarification process, prevents over fining, leads to better packing of the lees, improves filterability and suppresses the bitterness due to an excess of tannins.

### Arabic Gum

#### FILTROSTABIL P

Highly soluble granules of Gum Arabic from the Acacia "Verek" can be added directly to the wine, eliminating the extra rehydration phase. Our advanced granule technology optimises the quality and efficiency of dissolution. Used to provide colloidal stability in wines, therefore preventing the formation of hazes or deposits at low temperature. Reduces the risk of potassium bitartrate deposits and reinforces the action of metatartaric acid. Provides increased mouthfeel and roundness to the wine and attenuates harsh tannins in red wines.

#### GOMIXEL

Gum Arabic solution used in conjunction with metatartaric acid reduces the risk of potassium bitartrate crystalline deposits. Confers increased roundness and body in white, rosè and reds.

Reduces the affect of astringent tannins in red wine.

Gum Arabic solution with a density of (d=1100), solidified, purified and aseptic.



# Martin Vialatte and Oenofrance range

## Fining Agents – animal and allergen free

### PROVGREEN PLANT PROTEINS ARE GLUTEN FREE

The ProVgreen range is 100% plant protein used for the fining of musts and wines, now made from pea protein. Selected and controlled to work as well as traditional animal sourced agents such as gelatin and albumen. ProVgreen products are certified GMO free, and are now exempt from labelling laws.

#### ProVgreen RED

For the clarification and softening of red wines

#### ProVgreen WHITE

For the clarification and maturation of white and rose wines

#### ProVgreen MUST

For the rapid and efficient clarification of white musts

#### ProVgreen EXTRA

For clarification and the removal of astringent and undesirable red wine tannins.

Useful for very young wines, wines with strong structure or press wines. (“Extra Red” may contain traces of wheat gluten.)

### POLYGREEN

A specific casein free product to protect white and rosé musts from oxidation. Both a preventative and curative treatment that is an alternative to PVPP. Shown in trials since 2006 to be as or more efficient as traditional casein based products such as Polycase. Polygreen removes oxidisable polyphenols. It removes the browning and off flavours caused by oxidation. Removes excessive astringency or bitterness and restores the aromas and fruitiness. Can be used to improve the colour and enhance the aromatic expression. Allows for rapid clarification and well compacted lees.

### PVPP Martin Vialatte

For the treatment of madeirization and browning of white wines and mellowing of red wines.

In red wine treatment with PVPP has little effect on anthocyanins and the colour of wine, but leads to a considerable reduction of tannins and lowers the phenol value. PVPP preferentially binds astringent tannins.

Treatment with PVPP offers the following advantages:

- A noticeable reduction in the optical density of the wine
- White wines are less yellow,
- A reduction in catechins and leucoanthocyanins, responsible for browning
- For the senses, a reduction of bitterness and improved freshness and aroma.
- The specificity of the action of PVPP is a complement to that obtained by treating with casein and with bentonite.



# Martin Vialatte and Oenofrance range

## Cold Stabilisation

### CRISTAB

Cristab-GC is a natural cellulose gum (carboxymethyl cellulose) for cold stabilisation of effervescent and still white wines. It provides stability against potassium bi-tartrate and calcium tartrate precipitations, reducing the need for cold stabilisation. CRISTAB GC acts both on crystal formation (nucleation) and on the growth of potential tartar micro-crystals that are present in the wine.

Station Oenotechnique de Champagne have been investigating CMC's for more than 9 years and have champagne samples that are still cold stable 9 years later. Over the last 2 years Cristab-GC has been used commercially in the region of Champagne and has proved to be stable over this period against tartaric precipitation and unlike other stability methods, the organoleptic impact is neutral.

Cristab-GC reduces energy consumption and the CICV have not only approved cellulose gum use, but are recommending them as a way of reducing energy inputs and resulting CO<sup>2</sup> production.

Note: Cristab should be added just prior to bottling and wine must be protein stable. Cristab CG should not be used in conjunction with Lysozyme as it will form a haze.



# CONTRACT OF SALE – TERMS AND CONDITIONS

## 1. DEFINITIONS

1.1 In these Terms and Conditions:

1.1.1 'Grapeworks' means Grapeworks Pty Ltd ACN 073 461 177; ABN 17 073 461 177;

1.1.2 'Purchaser' means the person to whom these Terms and Conditions are provided;

1.1.3 'Goods' means the goods purchased from time to time by the Purchaser;

1.1.4 'Order' means an order for Goods submitted by the Purchaser to Grapeworks from time to time;

1.1.5 'Invoice' means the invoice provided by Grapeworks after the Purchaser places the Order;

1.1.6 'Purchase Price' means the amount stipulated by Grapeworks in the Invoice.

## 2. OFFER AND ACCEPTANCE

2.1 The Purchaser must place an Order with Grapeworks and each Order must specify:

2.1.1 the quantity and description of the goods the Purchaser wishes to purchase; and

2.1.2 a preferred date of delivery of the Goods.

2.2 Grapeworks reserves the right to accept or reject in whole or in part any order placed by the Purchaser.

## 3. TERMS OF PAYMENT

3.1 The Purchaser must pay the Purchase Price in Australian dollars and free of any exchange rate charges within thirty (30) days of the date of the Invoice.

3.2 Grapeworks may charge interest on any overdue payment at 2% per annum above the rate fixed by the Penalty Interest Rates Act of 1983 applicable at the time of the payment.

3.3 The Purchaser must not withhold payment of any amount due on account of any claim against Grapeworks whether admitted or disputed.

## 4. DELIVERY

4.1 The Purchaser must pay the cost of delivery, which is included in the Purchase Price.

4.2 Delivery takes place on the date and time the Goods leave the premises of Grapeworks.

4.3 Despite that an approximate date is stipulated in the Order, the time for the delivery of the Goods shall not be regarded as being of the essence.

4.4 Each carrier used by Grapeworks for the delivery of the Goods shall be the agent of the Purchaser.

## 5. PROPERTY AND RISK

5.1 The Purchaser accepts risk of loss, damage or deterioration to the Goods upon delivery.

5.2 Grapeworks reserves the following rights until the Purchase Price is paid by the Purchaser:

5.2.1 ownership of the Goods;

5.2.2 the right to enter the Purchaser's premises (or the premises of any associated company or agent of the Purchaser where the Goods are held) without liability for trespass or any resulting damage, and retake possession of the goods; and

5.2.3 the right to keep or re-sell goods repossessed under clause 5.2.2.

5.3 If the Goods are resold, or products manufactured using the Goods are sold by the Purchaser, then the Purchaser must hold such part of the proceeds of any such sale as represents the Purchase Price in a separate identifiable account as the beneficial property of Grapeworks and must pay such amount to the Grapeworks on request.

5.4 Despite clause 5.3, Grapeworks shall be entitled to maintain an action against the Purchaser for the Purchase Price.

5.5 If the Purchaser fails to pay the Purchase Price, then in addition to any other rights or remedies to which it may have been entitled, Grapeworks may in its absolute discretion:

5.5.1 withhold supply and delivery of any further Goods;

5.5.2 enter upon the Purchaser's premises and remove the Goods which are still the property of the Grapeworks; or

5.5.3 withhold Delivery or further deliveries as the case may be.

## 6. EXCLUSIONS

6.1 Each clause in these Terms and Conditions is severable the one from the other and if any clause is found to be defective or unenforceable for any reason by any competent court, the remaining clauses shall be of full force and effect.

6.2 This clause 6.2 is in substitution for and excludes all express and implied conditions, warranties or liabilities of any kind relating to the Goods sold and, except as expressly provided in this clause, Grapeworks shall be under no liability in contract or otherwise for any injury, loss or damage of any kind or by anything done or omitted to be done in connection with the Goods.

6.3 If the Goods are supplied to the Purchaser as a 'consumer' of goods or services, within the meaning of 'consumer' in the Trade Practices Act 1974 as amended or similar state legislation, nothing in these Terms and Conditions excludes, restricts or modifies any condition, warranty, right or remedy conferred by the Trade Practices Act 1974 as amended or similar legislation.

6.4 If the Goods are goods not ordinarily acquired for personal, domestic or household use or consumption for the purposes of the Trade Practices Act 1974 as amended or similar legislation, Grapeworks liability is limited to payment of an amount equal to the lowest of:

6.4.1 the cost of replacing the Goods;

6.4.2 the cost of repair of the Goods; or

6.4.3 the cost of having the Goods repaired or replaced.

6.5 Subject to clauses 6.3 and 6.4, Grapeworks will not be liable for any default or failure in performance of its obligations under these Terms and Conditions which results directly from acts of God, civil or military authority, acts of public enemy, war, accidents, riot, political or civil disturbances, fire, explosions, earthquakes, floods, the elements, strikes, labour disputes, shortage of labour, material or components, delay in transport, stoppage or break down of machinery, accident of any kind, any default or delay by any of Grapeworks suppliers or sub-contractors, any act of any State or Government or any authority or any other cause beyond Grapeworks control.

6.6 Despite anything else in these Terms and Conditions, the Purchaser accepts and acknowledges:

6.6.1 all risk and responsibility for the performance of the Goods and their being sufficient and suitable for their intended purpose;

6.6.2 that Grapeworks will not be liable for any consequential damages or loss of any nature in any circumstances; and

6.6.3 that Grapeworks will not be liable for any loss suffered by the Purchaser or for damage to the Goods after Delivery.

6.7 Each clause in these Terms and Conditions is severable from the other and if any clause is found to be defective or unenforceable for any reason by any competent court, the remaining clauses shall be of full force and effect.

## 7. COSTS

7.1 Grapeworks may claim and recover from the Purchaser on demand, in addition to any other amount payable under these Terms and Conditions, all losses, costs and expenses incurred by Grapeworks in consequence, directly or indirectly, of any breach of the Terms and Conditions by the Purchaser and including any legal costs on a solicitor and own client basis, and any costs of retaking possession of the Goods.

7.2 In the event of Grapeworks remaining in possession of the Goods after delivery as a result of the Purchaser's unwillingness or inability to collect or accept the Goods, then Grapeworks:

7.2.1 may charge the Purchaser interest as in clause 3.2; and

7.2.2 has the right to resell the Goods and claim from the Purchaser any losses it may have sustained as a result.

## 8. PURCHASER'S ACKNOWLEDGEMENT

8.1 The Purchaser acknowledges that:

8.1.1 prior to ordering the Goods it conducted a thorough examination of the Goods and is satisfied as to the condition of the Goods and their suitability for the Purchaser's purpose; and

8.1.2 Grapeworks has made no express warranty, condition or representation about the Goods' quality, fitness for purpose, safety, suitability or otherwise.

## 9. INSURANCES

9.1 Subject to clause 9.2, Grapeworks agrees to insure the Goods (except where the Goods are being delivered ) against loss, theft or damage provided that the Purchaser pays Grapeworks insurance excess on any claim.

9.2 In the event that the cost of the Goods exceeds \$100,000, Grapeworks will not insure the Goods and the Purchaser agrees to:

9.2.1 insure and keep the Goods insured against fire, accident and theft for an amount equal to full insurable value of the Goods;

9.2.2 insure and keep Grapeworks insured against all liability with a reputable insurer in the name of Grapeworks as owner and the name of the Purchaser as customer for their respective interests; and

9.2.3 hand to Grapeworks all policies of insurance and to pay promptly all premiums and stamp duty associated with those policies of insurance and to permit Grapeworks to receive all insurance monies.

## 10. GOODS AND SERVICES TAX

10.1 All amounts or other consideration payable by any party pursuant to these terms and conditions represents the value of any taxable supply for which payment is to be made.

10.2 Subject to clause 10.4, if a party makes a taxable supply under or in connection with these Terms and Conditions for a consideration, which under clause 10.1 represents its value, then the recipient of the taxable supply must also pay at the same time and in the same manner as the value is otherwise payable, the amount of any GST payable in respect of the taxable supply.

10.3 If this agreement requires a party ('the First Party') to pay, reimburse or contribute to an amount paid or payable by the other party in respect of any acquisition from the third party for which the other party is entitled to claim an input tax credit, the amount required to be paid, reimbursed or contributed by the First Party will be the value of the acquisition by the other party plus, if the other party's recovery from the first party is a taxable supply, any GST payable under clause 10.2.

10.4 A party's right to payment under clause 10.2 is subject to a valid tax invoice being delivered to the party liable to pay for the taxable supply.

## 11. GENERAL

11.1 In the event of any inconsistency between any other document and these Terms and Conditions, then the latter shall prevail.

11.2 The laws of the State of Victoria shall govern the validity, interpretation and performance of these Terms and Conditions.

11.3 These conditions apply to all Goods supplied by Grapeworks to the Purchaser unless expressly varied in writing by Grapeworks.

