

Eastern Viticulture and Enology Forum

Game-Changing Innovations Every Small Winery Should Know About Webinar Summary

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Access EVEF webinar recordings at: <https://blogs.cornell.edu/grapes/home/eastern-viticult...nd-enology-forum/>

An unprecedented number of technologies have recently emerged to aid small wineries in making better wines, saving money and labor, and marketing more successfully at low cost. These include breakthroughs in skin extraction, automated small lot fermentations, suppression of spoilage organisms in must and wine, elimination of breakdown cooperage, red-friendly and crossflow-friendly bentonites, reliable cold stabilization without refrigeration, and affordable, intuitive wine production tracking software. Business and marketing software now exists that's practically free and new wine club and inventory software now fully automates the sales and accounting processes. Mr. Smith will share his experiences testing these innovations at his own small winery.

Resources

- Della Toffola Accentuated Cut Edges technology (DTMA) (<https://www.dellatoffola.us/en/catalogue/winemaking-division/Vinification-pressing/vinification/dtma>).
- Enartis potassium polyaspartame (Zenith Color and Zenith Uno) (https://www.youtube.com/watch?v=BcJTz_oauJM&t=6s).
- EnartisStab Micro and Micro M activated chitosan (<https://shop-usa.enartis.com/catalogsearch/result/index/?dir=asc&order=name&q=enartistab+micro#page=1>).
- GOfermentorNET (<https://www.gofermentor.com/>) and GOfermentorJR (<https://www.gofermentor.com/gofermentor-ir/>), automated small lot fermenters.
- Smartbarrel (<https://www.gofermentor.com/smart-barrel/>) bag-in-the-barrel that eliminates breakdown cooperage.
- Vason (<https://bsgwine.com/mastervin-compact-20-kg>) Mastervin Compact bentonite. A red wine-friendly bentonite for wineries who lack centrifuge or crossflow clarification capability. Clarifies red wine without decreasing color.
- Scott Labs Blacobent UF (<https://scottlab.com/fermentation-cellar/blancobent-uf-25kg-015320>). Gentle on crossflow clarification membrane systems. Allows immediate crossflow filtration, so heat stability is achieved without the need for settling.
- Lamothe-Abiet Excellence Bio-Nature (<https://www.lamothe-abiet.com/en/yeasts/excellence-bio-naturae-en>) (*Metschnikowia pulcherrima* to suppress non-*Sacch. cerev.* on grapes).
- Innovint.us (<https://www.innovint.us/>) vineyard software and costing modules. In my humble opinion, the best and the cheapest winery software.
- Zoho One (<https://www.zoho.com/one/applications/web.html>) 36 applications for every aspect of running a small business for \$35/month/user. (CRM, Project, Campaign, Finance, Inventory,

Books, Sales, Meeting, Remote Assist, Survey and many others, Replacing over \$20,000 of unintegrated apps).

- Grapegears.com (<http://grapegears.com/>) Integrated sales, marketing and CRM software enabling efficient, automated inventory tracking and DTC sales through tasting rooms, wine clubs, email campaigns and all other distribution channels. Written by a Sonoma winery.
- Parka by Cultiva (<https://www.cultiva.com/parka/>) Cuticle-enhancing spray application to minimize shatter, prevent sunburn and cracking, minimize desiccation and raisining, and provide a preventive layer against smoke taint absorption.

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