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# T O P

WINE INDUSTRY

# Leaders

# 50

## 2016 YEAR IN REVIEW

Top News • Top Deals • Top Hires • Top Products

# 2016 Top Products



Curtis Phillips

**Curtis Phillips**, an editor for *Wine Business Monthly* since 2000, is a graduate of UC Davis, and has been a winemaker since 1984 and an agricultural consultant since 1979.

**THE BIGGEST DRAWBACK FOR** writing any sort of “Top 10” list is that it is a rare year when there are exactly 10 products worth mentioning. A very few years there may be only half a dozen new, or even new-ish, products that are worth talking about. More often than not, however, I could make a list of 15 to 35 noteworthy products.

Usually when I write about new products, I haven’t had the chance to use any of them in my own winemaking or consulting. In building this list, I’m not making any sort of endorsements beyond my usual, “that looks cool and it might be worth checking out for yourself.” Readers are always encouraged to do more than merely take my word for it. That said, I do try to have an eye for products that could prove to have an impact on the wine industry.

Nomacorc

## NomaSense PolyScan B200

Most people don’t know that **Nomacorc** is more than just a synthetic closure manufacturer. Its NomaSense line of analytical equipment makes it an important analytical equipment manufacturer as well. The NomaSense Polyscan B200 is just one example. The Polyscan B200 measures all oxidizable components in wine, including polyphenols.

The NomaSense PolyScan B200 analyzer allows rapid quantification and characterization of the phenolic composition of grape, must and wine. Based on these indications, winemaking steps, such as pressing, fining or skin contact, can be tailored more precisely and decision-making in the winery can be adapted to the actual phenolic composition of the grapes. The NomaSense PolyScan B200 is an analyzer that characterizes the phenolic profile of a wine, from an electrochemical measurement of all the oxidizable compounds. For the first time, this kind of analysis can be applied directly in the winery, without samples preparation, thanks to the use of miniaturized disposable sensors. The NomaSense PolyScan B200 provides three indices with a practical interest as the matrix and the time of vinification: EasyOx, PhenOx and TannOx. In just a few clicks and in less than three minutes, the winemaker can obtain relevant parameters, such as total and easily oxidized phenolics, as well as tannins in the case of grape samples.

**WHAT’S COOL:** The Polyscan B200 uses single-use electrodes to minimize errors due to sample contamination. Data analysis is done via an online interface.

For more information contact Nomacorc, [www.nomacorc.com](http://www.nomacorc.com).



Chr. Hansen

## Viniflora Concerto

This specialty yeast for winemakers has been used in winemaking trials for the past three years in the United States with great success. The yeast has been selected by **Chr. Hansen** for its ability to convert sugars into lactic acid and therefore increase wine total acidity. The yeast belongs to the species *Kluyveromyces thermotolerans* and is one of the more interesting winemaking tools now available for winemakers who produce red or white wines in warm climate conditions. It is meant to be used in sequential inoculation where Concerto initiates the alcoholic fermentation and then a classical *Saccharomyces cerevisiae* yeast strain will achieve the primary fermentation. This yeast-selected strain is a natural way to balance wines to bring acidity and a hint of additional flavor complexity.

**WHAT’S COOL:** This could be used to make wines with slightly lower levels of ethanol and slightly higher total acidity.

For more information contact Chr. Hansen, [www.chr-hansen.com/food-cultures-and-enzymes/wine](http://www.chr-hansen.com/food-cultures-and-enzymes/wine).



Laffort USA

## Oenolees

**Oenolees** was developed as a result of eight years of research **Laffort** conducted on the properties of yeast lees and their importance in wine fining. Oenolees is a specific preparation of yeast cell walls enriched with a specific peptide fraction extracted from yeast cells. The cell wall component works as a fining agent to remove specific polyphenols responsible for bitterness and astringency. The peptide fraction dissolves into the wine and elevates midpalate sensation—this peptide is what is naturally released by yeast during autolysis (maturing on lees). Oenolees can replace bad (off) natural lees for sur lie aging—if fruit comes in moldy or the fermentation gets reductive, the winemaker will rack off lees for aging. Adding Oenolees allows the wine to have the same effect as aging on its natural lees. When a winemaker must use copper sulfate to remove reduction from a wine, Oenolees can be added to remove excess copper and replace midpalate weight that was removed in the copper fining treatment. It can also be used to replace egg white or gelatin fining in countries that require allergen labeling for the wine industry.

**WHAT'S COOL:** As a long-time believer in yeast-hull fining, I like the potential of this product even though I'm still going to fine with egg-whites and/or gelatin if I think I need to.

For more information contact Laffort USA, [www.laffort.com/en/home-usa](http://www.laffort.com/en/home-usa).



Della Toffola

## Cross-flow Filters with Ceramic Membranes

**Della Toffola** has selected and developed a highly innovative cross-flow filtration system based on the use of ceramic membranes for applications in the food-processing, industrial, chemical and pharmaceutical sectors with automatic production cycles and low environmental impact. These membranes can filter any type of product with even high degrees of suspended solids to ensure better clarity, maximum recovery of product (especially for high-value products) and keep processing losses to a minimum. They also permit the processing of products that contain filtration aids, such as bentonite. The ceramic is much more durable, sanitary and sterile than organic materials used by many other producers.



**WHAT'S COOL:** Ceramic membrane cross-flow filtration seems to be a promising alternative to resin-based membranes.

For more information contact Della Toffola, [www.dellatoffola.it](http://www.dellatoffola.it).

Scott Laboratories

## VLS Technologies Lees-Stop filter

The Lees-Stop filter from **VLS Technologies** (AKA **Velo Technologies**) is a specialized cross-flow filter designed for high solid content liquids like lees. Instead of the more familiar resin or ceramic membranes, the Lees-Stop uses sintered stainless steel tubes. VLS contends that their sintered steel membranes can be used with lees containing up to 70 percent suspended solids. The Lees-Stop filter specifically for filtering high solids content tank bottoms, settled juice, even bentonite fining lees, all without the use of any filter aids. The specially developed stainless steel membranes are said to be resistant to clogging, can be cleaned aggressively, even steam sanitized, and are designed for continuous, automatic operation. The resulting filtrate has a clarity of < 1 NTU.

**WHAT'S COOL:** The sintered steel design should be fairly resistant to high-pressure and -temperature changes as well as vibration and caustic chemicals.

For more information contact Scott Laboratories, [www.scottlab.com](http://www.scottlab.com).

Barrel Safe

## Barrel Safe Seismically Stable ROR (rack-on-rack) Barrel Racks

With little or no change to existing cellar protocol, this patented rack-on-rack storage system provides protection for staff who perform daily cellar work. It also mitigates wine and barrel asset loss due to seismic instability and/or forklift and movement accidents; increases gallon storage in the barrel cellar with the option for safer stacking at six to eight barrels high; reclaims vertical storage capacity; allows increased productivity and ease of movement throughout the cellar and allows flexibility to combine different cooperage without compromising stability (i.e., Bordeaux and Burgundy side by side). It features wheeled racks for barrel fermentation/lees stirring with no introduction of oxygen to wine.



**WHAT'S COOL:** Stackable wine barrel racks that might save your wine in the next earthquake? Priceless.

For more information contact Barrel Safe, [www.barrelsafe.com](http://www.barrelsafe.com).

BlueMorph

**BlueMorph UV Tank Sanitizer**

The **BlueMorph** is a big UV light that is put inside a cleaned, empty tank in order to sanitize it. It uses ultraviolet light to kill bacteria, yeast and other microbes. The idea behind BlueMorph is pretty well-established. Ultraviolet light is used as the final step to kill microbes in many hospitals and public water districts. The BlueMorph provides effective sanitation with no chemicals, no residuals and no water.

**WHAT'S COOL:** Killing wine spoilage microbes with light!

For more information contact BlueMorph, [www.bluemorphuv.com](http://www.bluemorphuv.com).



Vicard Generation 7

**ECO 27**

The ECO 27 barrel, made from the upper branches of 200-year-old French oaks, is a cost-effective option for winemakers who would like the oenological and marketing benefits of French oak barrels in their programs but at a dramatically lower price point. The ECO 27 technology uses multiple patented processes, including laser detection of high risk porosity areas in the medullary rays while the barrel is under high pressure and liquid paraffin injection targeted at leak points. The pressure is then reversed to a vacuum that pulls the paraffin into the leaks, effectively sealing them. Launched worldwide in 2014, the ECO 27 has quickly become a valuable alternative to the increasingly high cost and scarcity of American oak, not only with large wine groups but also with smaller high-end wineries that benefit from using "100 percent French oak barrels" on their second-tier wine marketing materials.

**WHAT'S COOL:** These barrels are made from the upper branches of oak trees that have already been harvested for traditional cooperage. This means more barrels can be produced from each individual tree.

For more information contact Vicard Generation 7, [www.vicardg7.fr](http://www.vicardg7.fr) or [www.vicardg7.com](http://www.vicardg7.com).

**STAINLESS STEEL TANKS**

Generations of experience, know-how and innovation are evident in the quality construction of our stainless steel tanks. We offer many types of closed and open top tanks as well as a wide variety of options for your customization.

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G3 Enterprises

## PetainerKeg™ and Mobile Keg Filling Line

**G3 Enterprises** now distributes the **PetainerKeg** line of recyclable plastic kegs in 20- and 30-liter sizes. These one-way kegs seem to be the direction in which a lot of on-premise, on-tap beverages are moving. The much lighter keg is easier to manhandle, which may not be much of an issue on the production-end but is becoming increasingly important for on-premise retail. The PetainerKegs are designed for existing filling lines and connected to existing tapping systems. Like any PET container, PetainerKegs are recyclable.



**WHAT'S COOL:** This product and service allows wineries to offer a kegged wine without having to invest in their own keg-filler or worry about getting the kegs back from the retailer.

For more information contact G3 Enterprises, [www.g3enterprises.com/alternative-packaging/petainerKeg.asp](http://www.g3enterprises.com/alternative-packaging/petainerKeg.asp)

## Sonoma Cast Stone NuBarrel

**Sonoma Cast Stone's** NuBarrel is a really cool stackable concrete wine tank that is being sold as a barrel substitute.

**WHAT'S COOL:** I really like the cubic shape, thermal properties and the fact one can stack these concrete tanks. Sonoma Cast Stone even put a stack of these on the earthquake shaker-table at the Pacific Earthquake Engineering Research Center at UC Berkeley to demonstrate their stability.

For more information contact Sonoma Cast Stone, [www.concretewinetanks.com/nubarrel.html](http://www.concretewinetanks.com/nubarrel.html).



P&amp;L Specialties

## Cluster Thruster

**P&L Specialties'** Cluster Thruster is an oscillating table that helps to even out whole grape clusters and move them forward to feed another piece of crush equipment, like a destemmer, press, must pump or sorting line. I would even consider using a Cluster Thruster between a dump-hopper and a more conventional belt-conveyor just to take advantage of the smoother grape cluster delivery to "downstream" equipment.



**WHAT'S COOL:** This is one of the most gentle ways to even out the "dump surges" when moving whole clusters that I've seen.

For more information contact P&L Specialties, [www.pnlspecialties.com](http://www.pnlspecialties.com).

Lallemand

## Metschnikowia IFV Gaïa MP98.3

Like most non-*Saccharomyces* yeast, the *Metschnikowia pulcherrima* strain IFV Gaïa MP98.3 isn't intended for primary alcoholic fermentation itself. Instead it is a form of bio-control for undesired non-saccharomyces yeast, like *Kloeckera apiculata*, apparently without inhibiting *Saccharomyces cerevisiae*. The research I've seen indicates that the mechanism is unlike the "killer" activity seen in some *Saccharomyces* strains. Instead, *M. pulcherrima* produces pulcherriminic acid, which consumes any iron present in the must, thus making it unavailable to the other non-*Saccharomyces* yeast.



**WHAT'S COOL:** Gaïa MP98.3 is a benign yeast that inhibits *Kloeckera apiculata* growth and acetic acid production and can act as a biological alternative to SO<sub>2</sub>.

For more information contact Lallemand, [www.lallemandwine.com](http://www.lallemandwine.com).

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