

COMPANY CAPABILITY



History and Background

Scholefield Robinson Horticultural Services was started in early 1989 by Peter Scholefield and Ben Robinson, both successful researchers with a good understanding of industry development and the needs of growers. The company operates from offices in Adelaide and Mildura.

A high level of technical expertise, independent advice without attachment to products, and a good understanding of the issues that are important to growers has contributed to the success Scholefield Robinson enjoys today.

The staff at Scholefield Robinson share the same philosophy and work ethic as that of its founders in providing expert technical and management support to the viticultural and horticultural industries of Australia now and in the future.

Range of Services

The broad and diverse skills and experience of our consultants means that Scholefield Robinson can provide you with a comprehensive range of services including:

- Technical management strategies.
- Property assessment and planning.
- Registration of Plant Breeders Rights.
- Soil management and fertiliser advice.
- Expert reports and project work for other professions.
- Property management plans.
- Farm business management support.
- Diagnostic review of agribusiness entities.
- Pest and disease management (agrochemical support) problem solving and diagnosis.
- Litigation assistance and loss adjustment.
- Development and implementation of strategic plans.
- Contract research.
- Inputs to training programs.
- Arbitration and mediation for dispute resolution.

Our services can be tailored to meet the needs of private and corporate growers, grower groups, project managers and developers, agribusiness, government and other professions. We also work in multi-disciplinary teams on specific projects.

Our Clients

Scholefield Robinson services a large client base across Australia and overseas. The types of clients are very diverse and include:

- Grapegrowers, orchardists, and vegetable growers ranging from small family farms to large horticultural businesses.
- Corporate horticultural businesses/investment companies with interests in winegrapes, tablegrapes, almonds, pistachios, pecans, summerfruit, citrus, and vegetables.
- R&D corporations (including Horticulture Australia Ltd, Grape and Wine R&D Corporation, Rural Industries R&D Corporation, Land and Water Australia).
- Legal and insurance companies for expert opinions and assistance in negotiating assessment of loss.

SCHOLEFIELD ROBINSON HORTICULTURAL SERVICES PTY LTD

ADELAIDE OFFICE

ACN 008 199 737 ABN 63 008 199 737
118A Glen Osmond Road, Parkside SA 5063 Australia
PO Box 650, Fullarton SA 5063
Ph: (08) 8373 2488 Fax: (08) 8373 2442
Email: srfs@srfs.com.au

Web Site: www.srfs.com.au

SCHOLEFIELD ROBINSON MILDURA PTY LTD

ACN 097 351 196 ABN 73 097 351 196
101A Ninth Street, Mildura Vic 3500 Australia
PO Box 1446, Mildura Vic 3502
Phone: (03) 5023 4644 Fax: (03) 5023 5814
Email: admin@srmildura.com.au

MEET OUR TEAM - ADELAIDE OFFICE



Peter Scholefield

BAGSc, PhD, CPAg, FAIAST

Principal Consultant/Managing Director

Peter's tertiary training at the Universities of Adelaide and Melbourne prepared him for a successful research career with CSIRO in Sunraysia and Darwin working with projects on grapes and tree crops. Extension work in the McLaren Vale and Adelaide Hills regions gave him a good understanding of the needs of growers. As founding Director of Scholefield Robinson he has provided growers with practical solutions to problems and participated in project teams in Australia and overseas.



Ben Thomas

BAGSc(Hons), PhD, CPAg

Senior Consultant

A graduate of the University of Adelaide with a research interest in soil chemistry and plant nutrition, Ben joined the Scholefield Robinson team from a Research Officer position at the University of WA. His role is to use his training and experience to complement the soil and tissue analysis interpretation work for which Scholefield Robinson is well known, as well as providing specialised services to our grape, fruit and nut growing clients.



Charles Drew

BAGSc, MSc (AgEc), DipAgExt, CPAg, FAIAST

Principal Agribusiness Consultant

Charles has a distinguished background as an agricultural and farm management economist, strategic planner and adviser to agribusiness, industry and government. He joined Scholefield Robinson in 2001 after a successful consulting career with AACM/Dames and Moore/URS. He also has widespread experience and recognised skills as an expert witness and graded arbitrator, and as an independent assessor and evaluator of agribusiness and natural resource management programs and projects.



Adrian Loschiavo

BAGSc, BSc(Hons)

Consultant

Adrian studied Agricultural Science at La Trobe University, Melbourne and completed honours studies at the University of Adelaide in grapevine pathology. Previously, Adrian has worked as a researcher officer focused on Eutypa dieback of grapevines and in vineyard management within several Australian wine regions. His sound technical knowledge, combined with his vineyard management skills, has provided the experience to identify efficiency improvements and solve problems associated with wine grape production.



Prue McMichael

BAGSc, MSc, PhD, CPAg

Principal Consultant

A graduate of the University of Adelaide and the University of California, Davis, Prue's specialities are in Plant Pathology and providing advice on disease management and crop loss assessments for grape, nut, fruit, vegetable and nursery producers. Overseas experience includes an appointment as acting Vegetable Crop Extension Specialist in California. Other interests include industry development, field research, research reviews, PBR trials, and quality management for a wide range of clients.



Kate Delaporte

BAGSc(Hons), PhD

Technical Consultant

After completing her PhD at the University of Adelaide, Kate spent 7 years managing the UA Ornamental Eucalypt Development Program, focusing on the development of ornamental eucalypts for amenity horticulture. She has a special interest in floriculture, as well as the utilisation of Australian plants in all areas of horticulture. Kate's background and experience adds another horticultural facet to the skills available at Scholefield Robinson. In addition to working in project teams, Kate is responsible for trial work for PBR submissions and other technical work.



Lauren Thompson

BSc(AgSc&Mgt) UC Davis, CPAg

Senior Consultant

A graduate of the University of California, Lauren has experience in both California and Australia with a range of horticultural crops. Her work with corporate horticultural, agribusiness and irrigation companies in Australia and California, together with the role of Research, Development and Extension Leader for the processing tomato industry in Victoria and NSW, demonstrates the broad expertise that Lauren can provide to industries, projects and growers.



Sarah Kane

BSc(Vit)

Technical Officer

Sarah Kivi completed a Bachelor of Science (Viticulture) at the University of Adelaide and was the 2007 recipient of the prestigious Jacobs Creek Viticulture Scholarship. She has a specific interest in soil management and efficient water use within vineyards. Her work at Scholefield Robinson includes field GLP trials, and general technical support to senior consultants.

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ANALYTICAL SERVICES



Scholefield Robinson provides a full range of analytical services for horticultural crops including grapes, almonds, pistachios, citrus, olives and annual crops.

Soil and Plant Analysis

The analysis of soil and plant tissues (leaf, petioles, etc) is important in monitoring nutritional status and to investigate causes of poor growth or quality. We can assist with advice on the correct sampling procedures, sample handling, and delivery of samples to the analytical laboratory. The data can then be interpreted by our fully qualified consultants, resulting in high quality independent advice which is tailored to individual needs. All analysis data is entered into our fully maintained database, allowing us to provide clients with reviews of their current and historical soil and plant analysis results. This enables our clients to prepare for the future with a sound knowledge of their soil conditions and plant nutrition requirements.

Soil Surveying

For sustainability and quality control, intelligent monitoring is important. We work with specialist soil surveyors to provide reconnaissance or detailed site assessments. The level of input can be negotiated to suit clients' needs. Such surveys are the best basis for development of irrigation and drainage management plans (IDMP) suited to the soils and topography of a site.

Annual Soil Monitoring for EPA Requirements

We are able to provide a qualified soil surveyor to collect soil monitoring data following recommendations from the 'EPA Guidelines for Wineries and Distilleries'. Soil samples are collected from each soil horizon using a hydraulic 50 mm push in soil corer mounted to the back of a utility to a depth of 2 metres. Sample sites are recorded with a hand held GPS unit with an accuracy of ± 5 metres. Soil samples are sent to a certified laboratory for the required parameters and the results emailed to the client.

Soil Management and Fertiliser Recommendations

Sustainable horticultural production involves minimising unnecessary fertiliser inputs to the soil and maintaining or improving soil conditions and structure (eg. by applying lime or gypsum). We provide an independent fertiliser advisory service based on plant tissue and soil analysis for a wide range of horticultural crops.

Bud Dissection

In recent years Scholefield Robinson has been providing grapegrowers with a bud dissection service that allows the fruitfulness of the buds to be determined prior to pruning. Grapegrowers can then modify their winter pruning levels based on bud fruitfulness, and previous cropping levels, to try and even out the highs and lows of yields between seasons.

Bud dissection is part of a package of quantitative analytical services that provide our clients with data which allows them to make informed management decisions.

Disease and Nematode Diagnostics

We can provide advice based on disease and nematode analyses including existing and planned plantings. Having a nematode assay performed prior to planting a vineyard may prevent expensive replanting later as a result of nematode damage.

Problem Solving/Trouble Shooting

Identifying the reasons for under-performing crops is often difficult and involves more than checking technical or analytical data. The collective experience and expertise of our consultants over a wide range of crops, regions and management styles enables us to assist in solving these 'difficult' problems.

Uncommon Analyses

At Scholefield Robinson, we can assist with the more uncommon analyses such as chemical residue analysis, soil biological testing and virus testing.

Benefits to You

Scholefield Robinson has qualified and experienced soil and tissue analysis specialists and pathologists, as well as experienced viticulturists and horticulturists, to provide you with interpretation of the analytical results in a way that provides practical solutions to your problems. Our consultants maintain a high level of professional development and maintain CPA and AAAC accreditation.

Initial Contact

Adelaide Office: Ben Thomas, Kate Delaporte, Sarah Kivi

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CORPORATE SERVICES



Core Qualities – Independence, Technical Proficiency, Professionalism

Scholefield Robinson comprises of a core of highly experienced consultants with a range of capabilities and experience who provide independent professional advice to meet the needs of clients with interests in horticulture and agribusiness. These high level consulting capabilities are complemented and supported by a range of in-house technical and analytical services accompanied by professional interpretation tailored to client needs. Our services include:

- Development and review of investment strategies in horticulture and agribusiness.
- Feasibility assessments for investment proposals including due diligence reports.
- Diagnostic reviews and development of restructuring and management strategies.
- Expert reports for investment proposals, Product Disclosure Statements (PDS) related to managed investment schemes.
- Annual or periodic productivity reviews including benchmarking.
- Planning, supervising and implementing business recovery.
- Dispute resolution and expert witness services (technical, financial, loss assessment).

Investment Strategy Development and Feasibility Assessments

Scholefield Robinson interactively develops investment strategies and provides feasibility assessments and due diligence reports for a number of continuing clients including large specialist investment and capital services groups and unit trusts.

Diagnostic Reviews and Strategy Development

Scholefield Robinson have reviewed a range of horticultural and agribusiness operations that were not meeting performance targets or that needed to make long term decisions. We have developed strategies specifically tailored to best meet their short and long term needs.

Annual Reviews Including Benchmarking

We have a number of clients on annual packages which include ongoing technical and business advice, annual reviews and benchmarking within and between client groups.

Business Recovery

Scholefield Robinson has worked with viticultural management companies, banks, and receiver/managers to provide a business recovery service which includes diagnostic reviews, and development and implementation of recovery plans. This service can be extended to other horticultural enterprises.

Alternative Dispute Resolution and Litigation Support

Our senior consultants have completed several hundred expert witness reports and assessments of economic loss. Charles Drew is a graded arbitrator and, supported by other Scholefield Robinson staff, provides specialist services leading to commercially sensible and cost effective resolution of disputes. Examples include produce contract disputes between producer and purchaser, such as winegrapes, products for export, contract seed growing etc, water entitlement disputes, disputes between finance providers and producers, crop performance and loss disputes, disputes regarding the effects of off-site or lower catchment erosion or water harvesting, and resource allocation disputes.

Initial Contact

Adelaide Office: Peter Scholefield, Lauren Thompson, Charles Drew, Prue McMichael
Mildura Office: Garth Swinburn

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LITIGATION SUPPORT & DISPUTE RESOLUTION



Core Qualities – Independence, Technical Proficiency, Professionalism

Scholefield Robinson has a core of professionally qualified and highly experienced consultants with a wide range of capabilities and experience in Adelaide and Mildura. We provide independent expert professional advice and opinions to viticultural, horticultural and agribusiness clients and to legal and loss assessment firms.

All senior consultants have post-graduate qualifications and include a plant pathologist, two viticultural/horticultural management specialists, a plant nutritionist, and an agricultural economist and arbitrator. Scholefield Robinson have completed several hundred investigations assessing the cause and extent of losses in horticulture throughout Australia, and we provide expert opinions which conform to the rules and requirements of the relevant Australian jurisdictions.

Determination of Causes and Effects

Our senior consultants have a wide range of technical and enterprise management expertise and experience gained throughout Australia and internationally, supported by professionally interpreted in-house technical and analytical services. Consequently, Scholefield Robinson conducts high level investigations into causes of problems and the extent of consequences. Problems include diseases, pests, bushfires, floods, hail, and spray drift; quality assurance regarding inputs such as propagation material, chemical purity and fertiliser specifications, compost/potting mix quality; professional advice, lost opportunities caused by personal injuries, or mechanical failures. Examples include:

- Investigating the cause of death of street trees suspected of being poisoned and, by analysis, confirmation of the weedicide used.
- Conducting spray trials to confirm that a product had caused damage and economic loss to a horticultural crop.

Assessment of Economic Loss

Scholefield Robinson also assesses economic loss in insurance and trade practice disputes in a wide range of horticultural, agricultural and agribusiness circumstances including spray drift, fire, motor vehicle and other accidents, product performance, performance of management and labour, and packing, processing, transport and post-harvest issues. Examples include:

- Assessment of loss due to wrongful termination of a service contract.
- Assessments of farm losses due to bushfires.
- Review of assessments of losses due to machinery malfunctions, effects of vine guards, weedicide spray drift, and inadequate soil fumigation.

Alternative Dispute Resolution and Litigation Support

We provide specialist services leading to practical and cost effective resolution of disputes.

Examples include:

- Produce contract disputes (for example between producers and purchasers of winegrapes, fruit, vegetables, products for export, contract seed growing, etc).
- Disputes regarding resource quantity and characteristics, such as allocation of water entitlements, configuration of land titles, and off-site effects, such as erosion or water harvesting.
- Disputes with providers of debt or equity finance and users of such finance.

Initial Contact

Adelaide Office: Peter Scholefield, Charles Drew, Prue McMichael, Lauren Thompson

Mildura Office: Garth Swinburn

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PROJECT MANAGEMENT



Scholefield Robinson is recognised as a company with the capability to manage viticultural/horticultural projects for R&D corporations, industry bodies, government agencies, regional development and catchment boards.

Our team of consultants at Scholefield Robinson combine their skills and experience to complete projects on-time and on-budget.

Examples of Project Work

Examples of some of the projects we have completed are:

- Preparation of a business case for a Resource Information Centre for the SA River Murray.
- Agricultural Economist in two person team reviewing requirements for the provision of improved grapevine planting material in Australia.
- Review for GWRDC Board of its investment in projects aimed at improved environmental management, particularly EMS.
- Review of and development of a strategic investment plan for extension in the grape and wine industry for GWRDC.
- Water resource projects, including growers' response to water restrictions, and the impacts of prescription of water resources.
- Plant biosecurity through the development of natural surveillance strategies for exotic pest threats to horticultural industries.
- Development of a submission to AFFA for an industry wide R&D levy for the Australian Onion Industry Association and Horticulture Australia Ltd.
- Preparation of manual "Grape Vine Nutrition" for a new "Research to Practice" training module for the CRC for Viticulture.
- Ben Robinson was co-editor and author of "Plant Analysis: An Interpretation Manual" published by CSIRO.
- The risk and economic impact of phylloxera in South Australia's viticultural regions, for the Phylloxera and Grape Industry Board of South Australia, with EconSearch Pty Ltd.
- Review of residual pesticide use in the Mount Lofty Ranges Watershed, including the implications of avoiding such use, for the Environment Protection Agency, SA.
- Investigation of the potential for re-use of treated wastewater from the Victor Harbor Wastewater Treatment Plant, for SA Water Corporation and Egis Consulting Australia.
- Review of South Australian Highlands Irrigation and Rehabilitation and Restructuring Initiative, for Primary Industries SA, with EconSearch Pty Ltd.
- Northern Territory Citrus Industry Study and Horticultural Industry Study, for Northern Territory Department Primary Industry and Fisheries.
- Development and implementation of a training program for dried grape growers to update their production skills for DAFF and Australian Dried Fruit Association.
- Assist Horticulture Australia Ltd to prepare a response to the discussion paper "Securing the Future for Australia's Primary Industries: Development of a National RD&E Framework."

Initial Contact

Adelaide Office: Peter Scholefield, Lauren Thompson, Charles Drew
Mildura Office: Garth Swinburn

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PLANT HEALTH SERVICES



Plant Health Services

"Plant health" refers to the range of activities concerned with managing pests (insects, diseases, nematodes, etc) that threaten the productivity of an industry, region or individual growers.

Plant health and biosecurity are issues which have been around for a long time, but their relevance is increasing due to increasing demands from export markets, as well as international pressure on governments to allow more horticultural imports.

The work of Plant Health Australia and the process of developing Industry Biosecurity Plans, in collaboration with their members, have raised awareness of these issues across most industries. Biosecurity Australia has also made headlines recently with its Import Risk Assessments in industries like bananas and apples.

Experience and Capabilities

Scholefield Robinson has considerable experience in undertaking independent projects in this field. Whilst the majority of this work has been undertaken for government or industry bodies, these services can equally be extended to the grower community.

Our consultants have experience in managing research projects, as well as collaborative projects to develop policy or industry responses to current issues. Recent examples of this work by Scholefield Robinson are:

- Development of pest surveillance strategies for Plant Health Australia.
- Evaluation of the potential risk and economic impact of phylloxera in South Australia's viticultural regions for the Phylloxera Board of South Australia.
- Field research on disease related issues for the Almond Board of Australia.

Senior consultant Dr Prue McMichael is the current Secretary of the National Vine Health Steering Committee, which is a consultative group involving all major stakeholders (Commonwealth, State Governments and industry) with an interest in grape health issues, specifically in relation to grapevine pests and diseases of national economic significance.

General Plant Health Capability

Pest and disease problems regularly confront growers and our crop specialists are familiar with the identification, control and management of these pests and diseases.

Occasionally an unfamiliar symptom will show up in an orchard or vineyard and we are trained to investigate new problems using systematic, scientific methods.

Scholefield Robinson also works closely with specialists in government and industry agencies for specialised diagnosis and management of new and existing pests and diseases.

Range of Services

- Project management.
- Industry consultation and policy development.
- Field research on new or developing pest threats.
- Export clearance for a range of horticultural products.
- General problem diagnosis for growers, regions or industries.

Initial Contact

Adelaide Office: Prue McMichael

Mildura Office: Garth Swinburn, Alison MacGregor

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ADELAIDE OFFICE

ACN 008 199 737 ABN 63 008 199 737
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PLANT BREEDER'S RIGHTS



Plant Breeder's Rights (PBR) is a form of intellectual property in agriculture and horticulture. It results in plant breeders being encouraged to breed new varieties and rewarded for their efforts and innovations with a "temporary monopoly" over the new plants.

PBR is becoming commonplace in Australia and horticulturists are affected by this in several ways, one of which is the control of propagation of the proprietary varieties in nursery and the supply of the end products to the market place. PBR is administered by IP Australia.

Breeders, either directly or via their agents, may apply for PBR. To be eligible, their innovation (new plant) must have been bred (or discovered), and satisfy criteria of distinctness, uniformity and stability. Scholefield Robinson has five consultants qualified to provide advice to PBR applicants on the suitability of their plant for protection, to prepare PBR submissions (which may include comparative field trials, data collection and external examination) and to provide technical liaison between applicants and IP Australia.

The application process and distribution thereafter of PBR-protected material are founded in the PBR legislation and infringements are punishable under the law. The protection given by the PBRO is 25 years for trees and vines, and 20 years for other plants. Breeders of a protected variety and their assigned distributors have an obligation to correctly label such material. Growers or purchasers of it are also obliged to handle it in specified ways. Frequently associated with the purchase of protected material are detailed contracts regarding further distribution or propagation, and on royalty payments. Scholefield Robinson has consultants qualified to discuss contract details and grower/licensee obligations when planting or harvesting protected plant material.

Scholefield Robinson has successfully carried out numerous Plant Breeder's Rights applications and trials for different horticultural crops, including:

- Winegrapes
- Tablegrapes
- Citrus
- Roses
- Alstroemeria
- Apples
- Apple rootstocks
- Cherry rootstocks
- Carrots
- Potatoes
- Capsicums
- Saltbush
- Muntires
- Quandongs

We also provide assistance in examination and investigation of reported PBR infringements. Scholefield Robinson recognises the importance of client and new plant confidentiality in PBR work.

Initial Contact

Adelaide Office: Kate Delaporte

Mildura Office: Alison MacGregor

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WATER MANAGEMENT



Irrigators and communities in the Southern Murray-Darling Basin have experienced severe water restrictions in recent times due to record low inflows into the river system. The current drought is the most serious to affect the River Murray since records began in the 1890s and inflows have been well below the long term average since July 2001.

Governments, industries and irrigators have been increasingly focussed on management of water resources and the likely reductions in future inflows under various Climate Change scenarios. The need to reduce over-allocation and to secure water for the Environment has led to significant water purchasing activities by the Federal Government and also by State/Territory Governments, eg for The Living Murray Initiative.

Federal and State governments signed the Inter Governmental Agreement to secure a sustainable future for the Murray-Darling Basin in July 2008, making way for the establishment of a single body to manage the Basin and develop a Basin-wide Plan. This is part of the Federal Government's \$12.9 billion Water for the Future plan to better manage Australia's water resources.

As water becomes more scarce and valuable, there will be more use of recycled water for viticulture and horticulture, in open field and protected cropping systems.

Scholefield Robinson offers a range of services in relation to water management.

Grower & Industry Services in Water Management

Scholefield Robinson has the expertise to provide services in water management for horticultural and viticultural enterprises and industries, including:

- On-farm water use efficiency and irrigation management.
- Assessment of water requirements, access, and availability.
- Water quality assessment and management of adverse elements.
- Workshops and training sessions to improve regional and industry performance.
- Preparation of factsheets and bulletins for industry groups.
- Use of recycled water for horticultural and viticultural enterprises.

Government Projects & Irrigation Water Providers

Scholefield Robinson has undertaken a number of projects related to water issues for government agencies and irrigation water provider businesses. We also work with teams to carry out more complex projects. Some examples are:

- Regular analysis of the water market water to assist the SA Department of Water, Land and Biodiversity Conservation (DWLBC) with water purchase commitments under The Living Murray Initiative.
- Study on the uptake of water use efficiency measures by SA irrigators to recover water for the environment under The Living Murray Initiative.
- Consideration of current and future land uses, crop types and irrigation practices for the Renmark Irrigation Trust to assist with its Irrigation Modernisation Project.
- Feasibility study on the suitability of drip irrigation for the Murray Irrigation Region (for Murray Irrigation Limited).
- Development of business plans for drought affected farm businesses for PIRSA.
- Drought business skilling for River Murray irrigators for PIRSA.
- Survey of irrigators in catchments of the Yarra Valley (Vic) for Melbourne Water.
- Preparation of case studies to document the effects of drought and water restrictions on irrigators along the Murray River.
- Economic impact of drought and water restrictions in the Riverland and Lower Murray.
- Impact of prescription of water resources in the eastern Mount Lofty Ranges.
- Investigation of the benefits and cost of supplying bulk mains water to Clare and McLaren Vale.
- Review of the South Australian highlands irrigation rehabilitation and restructuring initiative.
- Virginia pipeline scheme (for delivery of recycled water) – preliminary commercial investigation.
- Other projects in the Mount Lofty Ranges, Padthaway, Clare, Barossa and Riverland regions on various aspects of water resource management.

We understand the complexity of water management and can utilise our broad range of skills, knowledge and experience to provide support and guidance or undertake technical investigations. Our consultants maintain a high level of professional development, as evidenced by accreditation through the AIAST and membership of the AAAC.

Initial Contact

Adelaide Office: Peter Scholefield, Lauren Thompson
Mildura Office: Garth Swinburn

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VITICULTURE



Scholefield Robinson was founded on the viticultural expertise of Peter Scholefield and Ben Robinson. They came to Scholefield Robinson with a background in research and industry development for the grape industries. This expertise and experience has been used to develop a commercial consulting service to grapegrowers, wineries, corporate investors, managed investment schemes, industry bodies and government agencies. We work with winegrapes, tablegrapes and dried grapes across Australia.

Our consultants maintain a high level of professional development, as evidenced by the CPAg and AAAC accreditations of the team members.

Winegrapes

With consultants based in Adelaide and Mildura, we are able to provide prompt service from viticulturists who know and understand regional issues. Our consultants work with individual growers and marketing groups of growers to assist them with crop quality assessment in the vineyard.

The services we provide include:

- Management and due diligence reviews of projects for corporate investors or managed investment schemes.
- "Package" services to winegrape growers in most states, including scheduled visits at critical stages during the season, and phone support.
- Vineyard assessments for individual growers and grower marketing groups, as part of independent benchmarking of vine canopies, cropping levels, and fruit quality, to meet winery specifications. In the event of disputes over the quality of grapes delivered to the winery, these field data assist in the resolution of the dispute.
- Soil and tissue analysis services to monitor the nutrient status of vines and develop fertiliser strategies.
- Bud dissection service that allows the fruitfulness of buds to be determined prior to pruning.
- Agrochemical support and spray program review to ensure that pest and disease control is effective, meets the international requirements for vine exports, and is cost effective.
- Experienced "trouble-shooting" (including soil, irrigation, pest and disease, and nutrition) from our viticulturists, to investigate the causes of poor performance in vineyards and recommend appropriate remedies.

Principal Consultant, Dr Prue McMichael, is the secretary of the National Vine Health Steering Committee, a body with government and industry members, funded by the Grape and Wine Research and Development Corporation. They formulate policy on vine health matters including the development of the National Phylloxera Management Protocols, Import Risk Assessments, and high health status planting material.

Tablegrapes

We provide technical support to the tablegrape industry including:

- Expert reports for managed investment schemes and reviews of corporate vineyards.
- Expert support for litigation matters.
- Assistance with the registration of new tablegrape varieties from Australia and overseas for Plant Breeders Rights (PBR).
- Soil and tissue analysis services to monitor the nutrient status of vines and develop fertiliser strategies.
- Experienced "trouble-shooting" (including soil, irrigation, pest and disease, and nutrition) from our viticulturists, to investigate the causes of poor performance in vineyards and recommend appropriate remedies.

Dried Grapes

Scholefield Robinson have worked on several major dried grape industry projects including the development and presentation of a training program for dried grapegrowers in Sunraysia to provide them with integrated technical and business skills to grow their businesses. We have recently conducted a benchmarking study on the dried grape industry to allow a comparison of production costs and financial indicators within the industry (with RMCG).

Initial Contact

Adelaide Office: Adrian Loschiavo, Peter Scholefield
Mildura Office: Garth Swinburn, Alison MacGregor

SCHOLEFIELD ROBINSON HORTICULTURAL SERVICES PTY LTD

ADELAIDE OFFICE
ACN 008 199 737 ABN 63 008 199 737
118A Glen Osmond Road, Parkside SA 5063 Australia
PO Box 650, Fullarton SA 5063
Ph: (08) 8373 2488 Fax: (08) 8373 2442
Email: srhs@srhs.com.au

Web Site: www.srhs.com.au

SCHOLEFIELD ROBINSON MILDURA PTY LTD
ACN 097 351 196 ABN 73 097 351 196
101A Ninth Street, Mildura Vic 3500 Australia
PO Box 1446, Mildura Vic 3502
Ph: (03) 5023 4644 Fax: (03) 5023 5814
Email: admin@srilmildura.com.au

WINEGRAPE FRUIT CONDITION & QUALITY ASSESSMENT



With consultants based in Adelaide and Mildura, we are able to provide prompt service from viticulturists who know and understand regional issues. Our consultants work with individual growers and grape purchasers to assist them with independent assessment of fruit condition and quality in the vineyard.

Fruit Quality Assessment (including Vineyard Benchmarking)

Fruit quality assessments are carried out in the vineyard just prior to picking. A tailored approach is taken to link reporting with the grape purchaser's specifications. Fruit samples undergo laboratory analysis and sensory evaluation.

This can be useful:

- In the event of any dispute over the quality of grapes prior to delivery at the winery. The measurements can assist in the resolution of the dispute.
- If a contract is due for review, an independent assessment of fruit quality may assist the grower with any future negotiations with the existing or new fruit purchaser.
- Benchmarking of vine canopy condition can also be included in this assessment. This provides a valuable comparison from year to year.

Details of specific assessments carried out include:

Vineyard Assessment		Laboratory Assessment	
<p><i>Canopy</i></p> <ul style="list-style-type: none"> Shoot length (cm) Extent of lateral shoots (>10cm) % Growing tips visible Shoot trimming Shoot maturation (% lignified) Leaf condition Leaves remaining Leaf layer number at fruit zone Light description penetrating fruitzone 	<p><i>Fruit</i></p> <ul style="list-style-type: none"> Bunch exposure Berry size (diameter - mm) Berry shrivel (%) Fruit condition Bunch shape /compactness Seed maturity (lignification) 	<p><i>Laboratory</i></p> <ul style="list-style-type: none"> Average bunch weight (g) Average berry weight (g) Sample Baumé (°Be) Sample pH Sample TA (g^L⁻¹) Sample Colour (mg anthocyanins/g berry wt) 	<p><i>Berry Sensory Evaluation</i></p> <ul style="list-style-type: none"> Pulp description Flavour intensity and description Sugar/acid balance Skin chewiness Tannin intensity & mouthfeel description Identification of any 'undesirable' flavours Potential as a wine

Fruit Condition (and Purity) Assessment

Issues with fruit condition may arise just prior to the scheduled picking of the crop. We are able to carry out an independent assessment of the fruit condition in the vineyard. Fruit samples can be collected for laboratory analysis and berry sensory evaluation to determine any likely impact on grape quality.

Often an independent assessment is carried out at the request of either the grower or grape purchaser in the event of a contractual dispute. We offer a tailored approach to assess fruit condition in association with specific contract specifications. This can assist in the resolution of the dispute. Scholefield Robinson are listed on WFA's 'Independent Assessors' list.

Details of specific assessments available include:

Fruit Condition	Laboratory Assessment
<p>Assessment of incidence and severity of;</p> <ul style="list-style-type: none"> • Powdery Mildew • Botrytis and other bunch moulds • Berry splitting • Sunburn • Shriveling • Uneven ripening • Bird/Insect damage <p>Other specifications as required.</p>	<ul style="list-style-type: none"> Sample Baumé (°Be) Sample pH Sample TA (g^L⁻¹) Ochratoxin A (a toxin produced by <i>Aspergillus</i> and <i>Penicillium</i> sp) Laccase activity (an enzyme produced by <i>Botrytis cinerea</i>)

Analytical Tests Available

pH, Titratable Acidity and °Brix/°Baume
 Colour (anthocyanins)
 Berry sensory analysis
 Ochratoxin A (a toxin produced by *Aspergillus* and *Penicillium* sp)
 Laccase activity (an enzyme produced by *Botrytis cinerea*)

Initial Contact

Adelaide Office: Adrian Loschiavo, Peter Scholefield
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 Email: srhs@srhs.com.au

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 101A Ninth Street, Mildura Vic 3500 Australia
 PO Box 1446, Mildura Vic 3502
 Ph: (03) 5023 4644 Fax: (03) 5023 5814
 Email: admin@smildura.com.au

DIAGNOSTIC REVIEW OF VINEYARD PERFORMANCE



Scholefield Robinson is a consulting practice with specific skills in viticultural/horticultural technology, soils, fertilisers, pest and diseases and business management. We regularly work closely with clients, trouble-shooting production issues, including poor growth and yields in vineyards.

Sometimes vineyard developments fail to meet the owner's expectations for a number of reasons, including:

- Timing of development wrong (planted when prices falling)
- Poor technical decision making
 - Site has difficulties
 - Planting material inappropriately prepared or of poor quality
 - Choice of irrigation design unwise
 - Issues with water quality (salinity or iron in the water blocks drippers etc)
 - Management programs not producing the desired results (inflexible or inadequate)
- Problems with management
 - Team too small
 - Team has wrong experience or mindset
 - No experience with large development or micro-managing small management units
- Diagnostic help not sought early enough
- Budgetary expectations inappropriate
 - Yields or prices set at top end of the range
 - Debt load too high
 - Budgets do not have sufficient flexibility to cope with problems such as unexpected pest, disease, weed control difficulties or climatic disasters such as drought, hail, frost, heat waves etc.

Often:

- Specialist help is not sought until after the vineyard is in trouble.
- Technical and problem solving help is sought, when the underlying reason for the difficulty is not technical in nature ie management, financial.
- The adviser has no power to see that recommendations are put in place.
- The managerial or financial difficulties are not placed on the table for discussion.

In the end these issues put the vineyard development at risk rather than upfront technical shortcomings.

A diagnostic review of **Vineyard Performance** may include either a partial or complete review of:

1. Management
2. Financial
3. Technical
4. Development or modification of an existing 'Management Plan'.

We use a detailed checklist to highlight areas of concern.

Fee Structure

Our firm will negotiate with clients a fee commensurate with our high level skills and the scale of the vineyard recovery task.

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Adelaide Office: Adrian Loschiavo, Peter Scholefield
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DETAILS OF VINEYARD PERFORMANCE REVIEW



With consultants based in Adelaide and Mildura, we are able to provide prompt service from viticulturists who know and understand regional issues. Our consultants maintain a high level of professional development, as evidenced by the CPAg and AAAC accreditations of the team members.

A **Diagnostic Review of Vineyard Performance** may include but not be limited to any combination of the following:

Financial Review

<p>Budgets</p> <ul style="list-style-type: none"> • Performance measurement • Benchmarking production, costs against industry standard • Flexibility to cope with unknowns • Check prices and yields 	<p>Expenditure to date</p> <ul style="list-style-type: none"> • Are production costs reasonable? • Benchmark ongoing management costs after development 	<p>Equipment</p> <ul style="list-style-type: none"> • Own all equipment or contract? • Over or under-capitalised • Suitability, condition, time to cover property • Amenities - sheds, office, accommodation, roads, fencing
<p>Cash Flow</p> <ul style="list-style-type: none"> • Profit vs cash flow • Are yields and time into production realistic? • Scheduling of income and expenditure 	<p>Winery Contract</p> <ul style="list-style-type: none"> • Base price bonuses • Length of contract • Fruit quality conditions 	<p>Liaison with Banker</p> <ul style="list-style-type: none"> • Do they understand your business? • Are you at your financial limit?

Technical Review

<p>Soils</p> <ul style="list-style-type: none"> • Fertility • Rootzone • Drainage risks 	<p>Planting Material</p> <ul style="list-style-type: none"> • Clones • Disease status • Quality and source 	<p>Pests and Diseases</p> <ul style="list-style-type: none"> • Program (suitability and success) • Costing of chemicals • Application equipment
<p>Trellis</p> <ul style="list-style-type: none"> • Type • Canopy management 	<p>Irrigation</p> <ul style="list-style-type: none"> • Water licence and security • Salinity • System design • Scheduling 	<p>Weeds</p> <ul style="list-style-type: none"> • Control measures • Registered chemicals • Application equipment

Management Review

<ul style="list-style-type: none"> • Performance measurement • Benchmarking production costs against industry standard • Flexibility to cope with unknowns • Check prices and yields 	<p>Management Plan</p> <ul style="list-style-type: none"> • Own all equipment or contract? • Over or under-capitalised? • Suitability, condition, time to cover property • Amenities - sheds, office, accommodation, roads, fencing
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TREE CROPS



Scholefield Robinson provides a range of technical services to tree crop industries, including almonds, pistachios, citrus, olives, stone fruit and pome fruit.

Our consultants offer clients independent and confidential technical services, backed up by extensive experience in most growing regions of Australia, as well as considerable international experience.

All consultants maintain a high level of professional development, as evidenced by the CPAg and AAAC accreditations of the team members.

Technical Services

- Crop nutrition and interpretation of soil and leaf analysis.
- Irrigation management services such as irrigation strategies, managing orchards under reduced allocations and reviewing irrigation efficiency.
- Pest and disease management programs, spray program reviews and diagnostic services for insect, nematode or pathogen problems.
- On farm trials, assisting with managing and interpreting results derived from management practices tested by growers.

A range of other diagnostic services are also available.

Problem Diagnosis

Identifying the reasons for under-performing orchards can be difficult, and is not always a simple process of checking technical data. The collective experience of Scholefield Robinson consultants over a range of crops, regions and management systems gives us the broad knowledge to assist in solving the difficult problems.

Management Reviews

Scholefield Robinson provides management reviews to small and large orchards. These services range from independent reviews of investment properties, through to assisting private operators to improve aspects of their horticultural management. This can include benchmarking activities, which we have conducted in a number of growing regions.

We also provide a business recovery service, assisting under-performing horticultural projects. Our experienced team is available to assess and review performance, recommend options, and assist with implementation and restructuring.

Alternative Dispute Resolution and Litigation Support

Scholefield Robinson has assisted in many dispute resolution actions in the horticultural industry. Whilst this sometimes involves legal determinations, we also have the capability to offer alternative dispute resolution. Charles Drew is a graded arbitrator, and can support clients in resolving disputes such as contract disputes or loss adjustments.

Initial Contact

Adelaide Office: Peter Scholefield

Mildura Office: Garth Swinburn

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ANNUAL CROPS



Scholefield Robinson provides a range of technical services to annual crop industries, including vegetables, cut flowers, herbs and ornamentals.

Our consultants are highly trained and experienced and are well equipped to provide independent professional advice to meet the individual needs of clients. These high level consulting capabilities are complemented and supported by a range of in-house technical and analytical services accompanied by professional interpretation.

All Scholefield Robinson consultants maintain a high level of professional development, as evidenced by the CPAg and AAAC accreditations of our team members.

Technical Services

- Crop nutrition and the interpretation of leaf and soil analysis for a wide range of crops;
- Potting mix, water quality and mulch assessments;
- Irrigation management services, including strategic reviews of irrigation efficiency;
- Pest and disease management, spray program reviews and diagnostic services (insect, nematode or pathogen);
- On farm trials; research, establishment, interpretation, and management.

A range of other diagnostic services are also available.

Problem Diagnosis

Identifying the reasons for under-performing crops is often difficult and involves more than just checking technical or analytical data. The collective experience and expertise of our consultants over a wide range of crops, regions and management styles enables us to assist in solving these 'difficult' problems.

Plant Breeders Rights (PBR)

Scholefield Robinson are experienced in preparing Plant Breeders Rights applications, and in comparative trial establishment and assessment. In recent years we have been directly involved in the PBR assessment and approval of potato varieties, rose varieties and capsicum varieties. We have also been involved in the PBR assessment of native plant species and perennial crops.

Industry Development

Scholefield Robinson have assisted several annual crop industries in the development of strategic plans, policies, government-industry liaison, levy submissions, R&D corporation grant applications, research and research evaluations.

Alternative Dispute Resolution and Litigation Support

Scholefield Robinson has mediated in many dispute resolution actions in the horticultural industry. Whilst this sometimes involves legal determinations, we also have the capability to offer alternative dispute resolution. Principal Agribusiness Consultant, Charles Drew, is a graded arbitrator, and can support clients in resolving disputes such as contract disputes or loss adjustments.

Initial Contact

Adelaide Office: Prue McMichael, Lauren Thompson, Ben Thomas, Kate Delaporte

Mildura Office: Garth Swinburn

SCHOLEFIELD ROBINSON HORTICULTURAL SERVICES PTY LTD

ADELAIDE OFFICE

ACN 008 199 737 ABN 63 008 199 737
118A Glen Osmond Road, Parkside SA 5063 Australia
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FLORICULTURE



Scholefield Robinson provides a range of technical services to the floriculture industry, for both traditional and wildflower crops. Our consultants are highly trained and experienced and are well equipped to provide independent professional advice to meet the individual needs of clients. These high level consulting capabilities are complemented and supported by a range of in-house technical and analytical services accompanied by professional interpretation.

All Scholefield Robinson consultants maintain a high level of professional development, as evidenced by the CPAg and AAAC accreditations of our team members.

General Technical Services

- Crop nutrition and the interpretation of leaf and soil analysis for a wide range of crops;
- Potting mix, water quality and mulch assessments;
- Irrigation management services, including strategic reviews of irrigation efficiency;
- Pest and disease management, spray program reviews and diagnostic services (insect, nematode or pathogen);
- On-farm trials; research, establishment, interpretation, and management.

A range of other diagnostic services are also available.

Varietal Breeding and Development Programs

Dr Kate Delaporte has experience in breeding, selection and development of floricultural crops, particularly Australian native wildflowers, and can provide guidance and management for growers to implement their own research and development programs, or to realise the potential of that 'special' plant.

Advice on the development of new flower enterprises, including business plans, farm layouts and crop selection, is available, as well as information on marketing, postharvest requirements, pruning and training.

Problem Diagnosis

Identifying the reasons for under-performing crops is often difficult and involves more than just checking technical or analytical data. The collective experience and expertise of our consultants over a wide range of crops, regions and management styles enables us to assist in solving these 'difficult' problems.

Plant Breeders Rights (PBR)

Scholefield Robinson are experienced in preparing Plant Breeders Rights applications, and in comparative trial establishment and assessment. In recent years we have been directly involved in the PBR assessment and approval of new rose, protea and Leucadendron varieties. We have also been involved in the PBR assessment of native plant species and perennial crops.

Industry Development

Scholefield Robinson have assisted several crop industries in the development of strategic plans, policies, government-industry liaison, levy submissions, R&D corporation grant applications, research and research evaluations.

Alternative Dispute Resolution and Litigation Support

We have mediated in many dispute resolution actions in the horticultural industry. Whilst this sometimes involves legal determinations, we also have the capability to offer alternative dispute resolution. Principal Agribusiness Consultant, Charles Drew, is a graded arbitrator, and can support clients in resolving disputes such as contract disputes or loss adjustments.

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Adelaide Office: Kate Delaporte

Mildura Office: Garth Swinburn

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