

The banner features the text 'SOUTH AUSTRALIAN WINE INDUSTRY ASSOCIATION INCORPORATED' in yellow and 'Newsletter' in large blue letters on a dark blue background with a green vine leaf pattern on the right.

**SOUTH AUSTRALIAN WINE INDUSTRY
ASSOCIATION INCORPORATED**

Newsletter

3 June 2010

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Message from the Chief Executive

The four South Australian regional meetings under the **Wine Restructuring Action Agenda (WRAA)** drew some 335 grape growers and wine producers to hear the four National industry organisations place the oversupply and demand issues into context. As part of the WRAA process, SAWIA sent a "Survey of Intent" on 17 May to all SA wine businesses, which we encourage everyone to complete and return. Refer to the article below for details.

The **Liquor Licensing Act** changes to the Producer's Licence came into operation on 3 May. SAWIA organised three regional sessions to help members understand and respond to these changes, with a representative from the Office of Liquor and Gambling in attendance to explain the changes and answer questions. The sessions highlighted that there are still a number of remaining issues to be dealt with. The definition of what constitutes a "sample" is yet to be agreed with the industry and government, and a code of practice will be released shortly for public and industry consultation. SAWIA will request input from members to determine a position on these two critical changes - make sure you have your say!

In response to SAWIA's prolonged efforts to realise a more effective structure for the **South Australian Wine Industry Council**, the Minister for Agriculture Food & Fisheries (Hon Michael O'Brien MP) has approved a recommendation to restructure the Council including reducing the membership from 28 to 8. Refer to the detailed article below for more information on the changes and how you can be involved!

The wine industry was relieved when the Federal Government responded to the **Henry Tax Review** by deciding that this was not the right time to change wine taxation with the industry already facing a wine glut and restructuring issues. With the release of the Review on 2 May, we were able to read Dr Henry's detailed recommendations and assess the impact on the industry. Clearly, the impact on jobs, regions, sales and business would have had major ramifications for the South Australian wine industry. With tax however, we can't afford to rest now that the Henry Review has been released. SAWIA will continue to work with national bodies to achieve a representative tax policy for the industry.

All members are encouraged to participate in the annual **SAWIA Appraisal (Survey)**, which provides vital feedback to help the association continue to improve services and benefits for members. For the first time the survey can be completed electronically, and an email containing relevant details was sent to each member on 1 June. If you did not receive your copy, please contact Marcia Burnett on 8222 9271 or marcia@winesa.asn.au.



Brian Smedley

FEATURE ARTICLES

South Australian wines triumph in the world's biggest wine competition



South Australian wines scooped the pool with an incredible haul of 434 medals at the 2010 Decanter World Wine Awards, the world's biggest wine competition. South Australian wines brought home a total of 17 Trophies and Gold Medals – **more than the whole of the United States plus France's Bordeaux and Burgundy regions combined!** South Australian trophy winners included Grant Burge's 20 Year Old Tawny NV and Peter Lehmann's Wigan Riesling 2004.

South Australia's pre-eminent role representing Australia was once again highlighted, with South Australian wines garnering 58% of Australia's 750 awards - **more than four times the number of medals won by any other Australian state.**

The results reflected South Australia's wide variety of wine styles, awarding trophies for Eden Valley Riesling, McLaren Vale Shiraz and Barossa Tawny. Less than 3% of the 10,983 wines entered won a Trophy or Gold medal so South Australia's 17 trophies and gold medals are a real achievement in the world's toughest competition.

Consumers will be able to try some of the winning wines for themselves as Decanter hosts tastings this October in Sydney, Perth and Melbourne.

Full results by country, state and region are available from the Decanter [website](#).

For more information, media can contact Brian Smedley on 8222 9274 or brian@winesa.asn.au.

SAWIA wins major funding for wine industry workplace safety

Safety in wine industry workplaces is the big winner, with SAWIA winning grant funding for the development of two major OHSW initiatives:

- § A wine industry safety and induction DVD
- § Engineering drawings and a Standard Operating Procedure (SOP) for a vehicle mounted "wire handling machine".

The "wire handling machine" will be capable of being loaded onto and operated from a vehicle such as a trailer or ute, and used for vineyard development where trellis and fencing is erected to support vines. Accompanied by a "storage rack" system, it will eliminate the manual handling requirement of lifting heavy coils of wire (58kg average). Once the engineering drawings are developed, they will be available at no cost for the wine industry to use for building the machine.

The grants were awarded through Employers Mutual Limited's (EML) *Member Incentive Program*, with the projects to be completed and available for use by the wine industry before 30 June 2011. The EML funding for the two major projects is a great result for the wine industry, with the outcomes to be used directly in day to day operations.



EML advised SAWIA that the vehicle mounted "wire handling machine" was the only engineering solution put forward this year, and clearly typified the type of initiative that the Program is looking to fund. EML advised that they liked the transferability of the engineering project as it can be applied across many industries. As a result, SAWIA members are encouraged to put forward any other ideas to SAWIA on engineering solutions that may improve workplace safety for possible future funding through such programs.

SAWIA will keep members abreast of the projects progression and scheduled completion. For further information about the projects, or if you have any ideas or questions, please contact Sarah Hills (8222 9212 or sarah@winesa.asn.au), Egon Schwidder (8222 9273 or egon@winesa.asn.au) or Michael Asmar (8222 9270 or michael@winesa.asn.au).

Wine industry education sessions on Modern Awards and the NES

NB: This notice applies to all wine industry employers - including wine producers and grape growers.

Do you know what Modern Award(s) apply to your business? Do you know what new obligations are imposed on you as the employer by Modern Awards and the National Employment Standards (NES)? Do you know what transitional provisions will apply to your business from 1 July 2010? If you are a sole trader or partnership, do you know what happens to "old" State awards from 1 January 2010?

If you can not answer the above questions, then you need to attend SAWIA's June regional seminars that will discuss and explore the key issues and concerns arising from the practical application of the new Modern Awards and the NES! Topics include:

- § What Modern Awards and the NES mean for your business
- § What has changed and what has remained the same under the key clauses of the *Wine Industry Award 2010*
- § Key clauses in other applicable Modern Awards that affect businesses in the wine industry
- § How a sole trader or partnership is now covered by Modern Awards and the NES, and what needs to be done to comply with employer obligations
- § What "penalty rates" are being phased-in over the next 5 years.

SAWIA will be conducting *Understanding relevant "Modern Awards" and the NES Seminars* around South Australian wine regions between 15 and 24 June 2010. All

participants will receive a comprehensive (160 page) course workbook including a copy of the Wine Industry Award 2010.

[Book your place now](#) for these important seminars. Places are limited and expected to fill fast! For more information about the seminar, or to download and complete a registration form for faxing to the association, visit the Noticeboard of the Home page of SAWIA's [website](#).

Future Training and Education Sessions Planned

To further assist employers in the wine industry to better understand the industrial landscape and the extensive new legislation, SAWIA will be conducting additional training and education sessions on related topics in the second half of 2010.

If you have any questions or further enquires about this article or SAWIA's services, feel free to contact Sarah Hills (8222 9212 or sarah@winesa.asn.au), Egon Schwidder (8222 9273 or egon@winesa.asn.au) or Michael Asmar (8222 9270 or michael@winesa.asn.au) of the Association.

Climate Change Workshop coming to your region



Following discussion with some regional representatives, the regional Climate Change and Greenhouse Emissions Reduction Workshops for at least two locations are being combined with another planned seminar in order to maximize benefits for attendees:

- § Barossa Valley – Tuesday 8 June 2010 (in association with Barossa Grape and Wine Association)
- § Adelaide Hills – Tuesday 15 June 2010 (in association with Adelaide Hills Wine Region).

The workshops will provide the latest information and templates to help winemakers and grapegrowers report greenhouse gas emissions for this financial year, including:

- § What information you need to calculate your carbon footprint
- § How to use the latest version of the Australian Wine Carbon Calculator (version 1.3)
- § Review of data submitted by participants from 2008/09
- § Contributions to the industry's footprint from various production chain segments
- § Benchmarking — interpretation and pitfalls.

Interested businesses not already participating are welcome to attend and find out more about the project. Dates and times for other regional workshops will be confirmed soon. For more information, please contact Mark Gishen on 8222 9278 or mark@winesa.asn.au.

Want to participate in the Wine Industry Sector Agreement?

It's not too late – if you want to start measuring your greenhouse gas emissions, improve your energy efficiency, and save money at the same time, then this program is ideal. It's voluntary, free and completely confidential! The Participant Commitment form can be downloaded [here](#).

Important seminar – *10+ Ways to Reduce Your Environmental Footprint*



10+ Ways to Reduce Your Environmental Footprint, a full-day seminar in Adelaide on 23 September 2010, will be the culmination of the 2008-2010 South Australian Wine Industry Sector Agreement.

The day will be packed full of practical take-home messages on how to reduce your environmental footprint including energy, water, packaging, greenhouse gas emissions and more.

If you want a sustainable business for the long term, then you can't miss this event that will help you to:

- § Improve profitability and sustainability
- § Become a leading edge business
- § Access the growing "green" market.

This is your chance to learn practical ways to improve environmental performance. The seminar is open to any grape grower, wine producer or wine industry supplier, not just those participating in the Wine Industry Sector Agreement.

Put 23 September 2010 in your diary now! Further details will be released in the near future. To register your interest or find out more about how you can be involved, contact Marcia Burnett on marcia@winesa.asn.au or 8222 9271.

INDUSTRY & GOVERNMENT

Wine Restructuring Action Agenda

Have you returned your survey?

The last of the four Wine Restructuring Action Agenda (WRAA) regional sessions around South Australia was held in Coonawarra on 13 May. A total of 335 growers and wine producers attended the four sessions, which generated interesting and thoughtful debate about the state of the industry.

With many in the industry having to make difficult decisions about the future of their wine business, there is a need for accurate and timely information to guide the way forward. As a result, grape growers and wine producers around Australia are being surveyed to establish a clear picture of the response to the messages of WRAA. As

part of this process, SAWIA sent out a survey to all South Australian grapegrowers and wine producers in mid-May.

Make sure South Australia has its say – complete and return your survey by 4 June 2010! If you did not receive your copy of the survey, please contact Linda Pfefferkorn on 8222 9277 or linda@winesa.asn.au.

Clare Valley Industry: Setting Future Directions Seminar

The Clare Valley is picking up the baton following the recent Wine Restructuring Workshop, and is holding a half day seminar/summit on 16 June to promote awareness and informed discussion about how that region can respond. A working party has been formed, and the industry is looking to get as many stakeholders together as possible, particularly vineyard owners.

The seminar is free to participants, with a number of key speakers including Phil Reedman (former senior product development manager wine for Tesco UK), Mark Samaha (fine wine manager for Dan Murhpy's in WA/SA) and Paul van der Lee (manager economics and policy for the Winemakers' Federation of Australia).

To register or obtain more information about this free seminar, email clare.grapegrowers@gmail.com or contact Sam McArdle on 0433 036 312.

Henry Tax Review / Federal tax changes

The wine industry was relieved when the Federal Government responded to the Henry Tax Review by deciding that this was not the right time to change wine taxation with the industry already facing a wine glut and restructuring issues.

The Henry Tax Review's key recommendations, particularly with regard to alcohol taxation, were set out in an email to SAWIA members in early May – a copy is available from the Noticeboard of the Members' Home Page of SAWIA's [website](#). While Henry advocates a common volumetric tax rate across all forms of alcohol to better address social harm, there are also important statements made about the Wine Equalisation Tax (WET) and the WET rebate and how the application of the WET results in a varying "tax" rate on wine products.

Clearly, the impact on jobs, regions, sales and business would have had major ramifications for the South Australian wine industry. According to the Winemakers' Federation of Australia, taxing wine in the same way as packaged beer, and removing the WET Rebate, would see 95% of wine increase in price, sales volumes fall by 34%, 29,000 hectares of vineyard become redundant and about 12,000 jobs lost – most of them in rural areas.

Other outcomes from the Henry Tax Review include the introduction of a Resources Super Profits Tax, small reductions to the company income tax rate, changes to asset depreciation provisions, and a range of changes to superannuation.

All of the changes to the taxation system are dependant on legislation which is yet to be introduced into the Parliament.

We can not afford to rest now that the Henry Review has been released. SAWIA will continue to work with national bodies to achieve a representative tax policy for the industry.

Members wanting to discuss the Henry Tax Review, and the Federal Government's response, are welcome to contact Brian Smedley on 8222 9277 or brian@winesa.asn.au.

South Australian Wine Industry Council

SAWIA has been advocating for some time to reduce the size of the South Australian Wine Industry Council, so that it plays a more effective role in shaping the government's response to wine industry matters.

Michael O'Brien, the newly appointed Minister for Agriculture, Food and Fisheries, has accepted a recommendation to reduce the size of the Council to 8 positions. SAWIA is entitled to one position on the Council, with most other positions open for nomination.

A nomination process is underway, with information already sent to members and appearing in the media. Nominations close 11 June 2010, with a selection process subsequently undertaken by a panel comprising industry and government.

If members are considering nominating for the Council and wish to discuss this matter, please contact Brian Smedley on 8222 9274 or brian@winesa.asn.au.

Natural Resources Management Act – Wine industry concerns

SAWIA members have raised some major concerns regarding the operation of the *Natural Resources Management Act (2004)* and its impact on the wine industry. These concerns have been raised following reductions in funding and services. A related matter is the lack of wine industry representation on Regional Boards.

SAWIA would like to hear from all members with specific examples of concerns regarding the operation of the Act. SAWIA is intending to establish a working group that will consider the matters raised and then chart a course of action.

For more information, SAWIA members should contact Mark Gishen on 8222 9212 or mark@winesa.asn.au.

Federal Government review into Food Labelling Laws

SAWIA members have expressed significant concerns about potential changes that could arise from the Federal Government's review into Food Labelling Laws. SAWIA would like to thank many members for contributing comprehensive responses to the questions contained in the Government Survey that was circulated in March/April. These responses are included in the Winemakers' Federation of Australia's address to

the review panel and submission on behalf of the Australian wine industry.

As many members articulated, the Government Survey questions were structured to illicit certain responses that may lead to an unfavourable outcome for the industry. Members were also concerned about any mandating of requirements on bottle labelling particularly at the expense of important product and region information. Many members also confirmed that the current regulation effort under the AWBC Act remains appropriate.

In relation to nutritional information, the wine industry submission highlighted the significant and unwarranted increase in costs that would result. The lack of a fixed recipe for wine, and the variation in wine composition and alcohol levels (from year to year and region to region), means that nutritional labelling would have the potential to impose severe financial and logistical burdens on the wine industry.

A copy of the full wine industry submission is available [here](#).

Members are reminded that the Federal Government's review is important because:

- § Various bodies are seeking additional information on product labels
- § It has been suggested alcohol products might need to carry "smoking style" health warnings
- § Health advocates want healthy drinking labelling
- § Choice wants alcoholic drinks to include nutritional information panels
- § Others want to allow proven health claims on labels.

The Federal Government's taskforce will be considering all submissions before making its recommendations. SAWIA members are welcome to contact Brian Smedley on 8222 9274 or brian@winesa.asn.au with any comments or questions.

2010 Vintage Report



Australia's 2010 winegrape crush is estimated to be 1.53 million tonnes, a 12% decrease on the 2009 figure of 1.73 million tonnes, according to the recently released WFA Vintage Report. The 2010 red intake is estimated at 817,000 tonnes, while the white intake is estimated at 715,500 tonnes. White winegrape intake fell 15% (124,000 tonnes), while red intake declined 8% (75,000 tonnes).

The top three red varieties all had reduced intake – Shiraz by 4%, Cabernet Sauvignon and Merlot each by 14%. Partly offsetting this decrease, Pinot Noir increased by 26% to nearly 35,000 tonnes.

Chardonnay, still the most crushed white variety, decreased by 24% to 315,000 tonnes. Partly offsetting this decrease, Sauvignon Blanc increased 15% to 76,000 tonnes, and is now only 100 tonnes behind Semillon in second place.

The Vintage Report is available [here](#).

EMPLOYEE RELATIONS & OHSW

SAWIA is your “one stop shop” for advice on Modern Awards

NB: This article applies to all wine industry employers.

Members are reminded that SAWIA's Business Services team provide advice and assistance for all awards that you may have to deal with – not just the *Wine Industry Award 2010*! If you are confused or uncertain about what awards may apply to some of your employees, or how to interpret/apply specific clauses, then give us a call.

Members should be aware that the 122 Modern Awards commenced from 1 January 2010. Employers who were previously bound by a federal award or a Notional Agreement Preserving a State Award / NAPSA, together with employers who were previously covered by State awards and employers who may have been “award free”, are now bound by modern awards.

Wine industry employers need to realise that not all employees may be covered by the *Wine Industry Award 2010* – for example, an office or payroll clerk performing administrative functions, or waiters and waitresses in your cellar door restaurant are typically covered by other Modern Awards. This means employers may be mistakenly applying the wrong awards for certain employees.

SAWIA has prepared a handy table that identifies those awards that were commonly used by wine industry employers in their businesses (prior to 1 January 2010) matched with the new Modern Award that replaced it. The table is available from the Noticeboard of the Employee Relations page of SAWIA's [website](#).

For further information, contact Egon Schwidder on 8222 9273 or egon@winesa.asn.au.

Annual Wage Review 2009/10

NB: This article applies to all wine industry employers.

SAWIA argued strongly for restraint to be exercised by the Wage Review Panel in determining any increase to minimum wage rates for the upcoming financial year – in the very worst case for wine industry employers any increase should be capped at the latest CPI figure. SAWIA's submission addressed the “hidden” costs employers have had to deal with due to the introduction of the modern award system. SAWIA's submission also highlighted the many pressing challenges facing the wine industry including vintage yields, water and drought issues, the impact of the Global Financial Crisis on key Australian wine export markets, the restructure agenda for the national industry and the general state of the wine industry in South Australia and across the country.

The 2009-10 Annual Wage Review was conducted by the Minimum Wage Panel of Fair Work Australia, the first pay review undertaken by this newly formed Panel under the

Fair Work Act 2009.

The Panel's decision was delivered on 3 June, and SAWIA will advise members of the increase and the reasons behind it in a detailed Notice to Members. The increase will come into operation from the first full pay period from 1 July 2010. Consistent with past years, SAWIA will be publishing wage sheets for members detailing the outcome for the *Wine Industry Award 2010* and other awards commonly used by SAWIA members – including the *Restaurant Industry Award 2010*, *Clerks – Private Sector Award 2010*, and the *Manufacturing and Associated Industries and Occupations Award 2010* ("Metals Award") shortly thereafter.

For further information contact Michael Asmar (8222 9270 or michael@winesa.asn.au).

SA Government appointments to IRAC announced



The South Australian Minister for Industrial Relations, Paul Holloway, has reappointed SAWIA's Brian Smedley as one of only six employer representatives on the Government's Australian Industrial Relations Advisory Committee (IRAC). Brian was first appointed in August 2003, giving the wine industry a continuous and strong voice in state based industrial relations matters.

The Industrial Relations Advisory Committee was established under SA's *Fair Work Act 1994* to advise the Minister on the formulation and implementation of policies that affect industrial relations and employment throughout South Australia. The committee also advises the Minister on legislative proposals of industrial significance and related matters.

Even with the transfer of Industrial Relations matters to the federal jurisdiction, there are still matters of importance for the wine industry at the state level. This includes any National Employment Standard dealing with a national long service leave provision, and the matters which were part of the SA referral of powers legislation under the *Fair Work Act 2009 (Cth)*.

Please join us in congratulating Brian on his re-appointment!

New Code of Practice - Working Hours – Effective 1 July 2010

NB: This article applies to all South Australian wine industry employers.

As previously reported, a new *Code of Practice - Working Hours* had been approved by the South Australian Minister for Industrial Relations, under the *South Australian Occupational Health, Safety and Welfare Act 1986* for operation on and from 1 July 2010.

South Australia has not previously had a general code of practice or guidance material on reasonable working hours. The Code has been developed in recognition

that excessive working hours, in particular fatigue, may pose a significant risk to the health, safety and welfare of South Australian workers and their families. The Code also reflects a contemporary understanding on working hours, work intensification and work life balance, and provides a best-practice approach to formulating policy on rostering and hours of work, taking into account the diversity of South Australian workplaces.

Due to a late revision of the Code by SafeWork SA to ensure that the Code will operate effectively in line with the harmonisation process of national OHS legislation, the final version of the Code will be re-gazetted in June 2010, and then tabled in Parliament as required by SA legislation.

At this stage SAWIA believes the Code will still come into operation on 1 July 2010. SAWIA will provide members with a summary of the key aspects of the Code over the coming weeks. In the meantime, the full Code is available from the link in the News Section of the OHSW page of SAWIA's [website](#).

SAWIA members should contact Sarah Hills (8222 9212 or sarah@winesa.asn.au), Egon Schwidder (8222 9273 or egon@winesa.asn.au) or Michael Asmar (8222 9270 or michael@winesa.asn.au) with any questions.

Paid Parental Leave

NB: This article applies to all wine industry employers.

The Australian Government is planning to have Australia's first Paid Parental Leave Scheme operative from 1 January 2011. The Scheme will provide eligible working parents with 18 weeks of pay at the weekly rate of the National Minimum Wage. The proposed Paid Parental Leave scheme will be fully funded by the Australian Government but administered by employers through their own payroll systems.

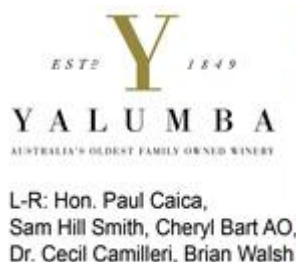
The *Paid Parental Leave (Consequential Amendments) Bill 2010* passed Parliament's Lower House on 1 June, with the final Bill expected to be approved before the end of June 2010.

SAWIA will continue to monitor the progression of the Paid Parental Leave legislation through Parliament, and will be running information sessions on how the Scheme will impact employer payroll systems. Employers will need to review existing parental leave policies (if applicable) in light of the final legislation.

For more information, contact Egon Schwidder (8222 9273 or egon@winesa.asn.au), Michael Asmar (8222 9270 or michael@winesa.asn.au) or Sarah Hills (8222 9212 or sarah@winesa.asn.au).

SUSTAINABILITY & WATER

Yalumba achieves first accredited Sustainability Licence from EPA



The Yalumba Wine Company has been awarded South Australia's first Accredited Sustainability Licence by the Environment Protection Authority (EPA)! The new licence is only awarded to businesses that demonstrate a high level of environmental performance and commitment to continuous improvement. The Accredited Sustainability Licence is a combination of the EPA's existing Accredited Licence with a voluntary sustainability agreement, and is the highest standard of licence.

The initial targets that Yalumba aims to achieve under its voluntary sustainability agreement include:

- § Further reducing water use by 10%
- § Continuing to beneficially reuse all winery wastewater
- § Undertaking additional energy audits to identify cost-effective opportunities
- § Working with suppliers to maximise the sustainability of packaging.

Under the Accredited Sustainability Licence businesses benefit by not only building on their performance, but are also rewarded with discounted licence fees and a licence term of 10 years.

Please join us in congratulating Yalumba, a long time SAWIA member, on reaching this important milestone that reflects the company's long standing leadership in environmental stewardship.

New website to support Australia's water market

The Department of the Environment, Water, Heritage and the Arts has announced that the first stage of the National Water Market System [website](#) is now available. This new site includes information on:

- § What makes up the Australian water market
- § Water trading rules and procedures
- § Water management
- § Water allocation announcements
- § Government support and water programs
- § State and territory water registers.

In other news, the department has released a new [study](#) by the Australian Bureau of Agricultural and Resource Economics about the impact of the Federal Government's water purchase program, The study, which models the impact of the first \$1.5 billion


of the Rudd Government's \$3.1 billion Restoring the Balance in the Murray Darling Basin water purchase program, has answered critics of the water buyback with findings that:

- § The water purchase program is helping ease financial pressures on irrigators
- § Lost production as a result of water purchase is very small, especially when compared with other factors such as drought, and in any case may be offset by the Government's investment in infrastructure
- § The water purchase program is helping irrigators prepare for the new, lower limits on water use that are expected under the Basin Plan.

For more information, SAWIA members can contact Mark Gishen on 8222 9278 or mark@winesa.asn.au.

SALES MARKETING & PROMOTION

Drinks Trade – Call for Shiraz and Shiraz blends

 *Drinks Trade*, the magazine of the Liquor Merchants Association of Australia, is inviting product samples for review by a panel of experts in its regular section called "Wine List". The magazine is direct mailed to over 19,000 licensed venues and outlets nationally.

The Aug/Sept 2010 edition of *Drinks Trade* will include the results of a tasting of Shiraz and Shiraz blends, both with RRP above \$10. The panel will assess not just the wine but the price points to select a "best value" pick in each category. The commercial or consumer appeal of the wine will also be assessed. Rankings or scores will not be published. The panel is made up of representatives from the wholesale, retail, educator, marketing and service side of the wine industry.

To participate, samples must be submitted by 18 June. For more information on submitting your samples, visit the Noticeboard of the SAWIA Export page in the members' area of the association's [website](#).

ScotHot launch on-trade event



Scotland's on-trade industry is to have its own dedicated section in the country's leading hospitality, tourism and catering exhibition at ScotHot from 28 Feb – 2 March 2011. The new event is designed to bring sommeliers, chefs, purchasing managers, owner operators and consultants face-to-face with the companies that directly supply the on-trade. On-Trade at ScotHot is organised in association with the Scottish Licensed Trade Association.

Scotland has nearly 10,800 venues licensed to sell alcohol on their premises. Some 5,200 of these are pubs, 2,500 hotels and 2,200 restaurants and cafés.

ScotHot 2009 was attended by 7,883 visitors from the hotel, restaurant, pub, bar and

catering sectors, making it Scotland's largest industry event.

For more information click [here](#).

Seoul Food & Hotel



Seoul Food & Hotel, incorporating *Wine Korea*, is scheduled for 26-29 April 2011. As one of the biggest markets for alcoholic beverages in the world, and with wine consumption growing at a fast rate, Korea offers an exciting opportunity for Australian wine exporters.

Click [here](#) for more information.

HOFEX



HOFEX, the leading food and hospitality tradeshow in North Asia will return on 11-14 May 2011 at the Hong Kong Convention and Exhibition Centre. In its 14th edition, HOFEX 2011 will include the best of food and beverages, plus the N.O.W. Natural & Organic Food and Drink Exhibition.

HOFEX is held every 2 years, with over 1,800 exhibitors and 32,500 trade visitors from 95 countries and regions. Australia had the largest national delegation at HOFEX 2009 with almost 140 companies.

Click [here](#) for more information.

OTHER

Primary producer wanted for 2010 travel grant

Applications have opened for the 2010 TQA Australia Global Insights Award, a travel grant of up to \$10,000 for a primary producer committed to food safety, quality assurance and/or environmental assurance in their business and farming operations.

The grant provides an opportunity for exemplary farmers to travel overseas to meet other producers, customers and supply chain members. It is also a chance to explore new market opportunities,

Queensland strawberry grower Christina McPherson was the 2009 winner, and used the grant to visit the European strawberry production hub of Huelva, Spain, then following the path of Spanish strawberries into the UK market.

The Award is open to all Australian primary producers with a current certification to a third party audited food safety, quality assurance or environmental assurance

scheme. Award application kits are available [here](#) or phone TQA Australia on 1300 952 221. Applications close 30 August 2010.

Dates for your diary

2010

- § 4-6 June, [Good Food & Wine Show](#), Melbourne
- § 7-9 June, [Wine Marketing Australasia](#), Adelaide
- § 8 June, [Climate Change & Greenhouse Emissions Reduction Workshop](#), Barossa
- § 15 June, [Climate Change & Greenhouse Emissions Reduction Workshop](#), Adelaide Hills
- § 15 June, [Modern Awards & the NES](#), Langhorne Creek
- § 16 June, [Modern Awards & the NES](#), Adelaide
- § 17 June, [Modern Awards & the NES](#), McLaren Vale
- § 22 June, [Modern Awards & the NES](#), Coonawarra
- § 22 June, [Modern Awards & the NES](#), Riverland
- § 23 June, [Modern Awards & the NES](#), Clare
- § 24 June, [Modern Awards & the NES](#), Barossa
- § 3-8 July, [Aust. Wine Industry Tech. Conf & Exhibition](#), Adelaide
- § 5-7 Sept, [Speciality & Fine Food Fair](#), London
- § 26-29 August, [Taste of Melbourne](#)
- § 9-10 September, [Drink World Congress](#) (Asia-Pacific), Hong Kong
- § 15-18 Sept, [Food & Hotel Thailand](#), Bangkok
- § 23 September, 10+ways to reduce your environmental footprint, Adelaide
- § 11-13 October, [Carbon Expo Australasia](#), Melbourne
- § 19-20 October, [Wine Industry Outlook Conference](#), Melbourne
- § 28-30 October, [Wine and Gourmet Asia](#), Macau
- § 28-29 October 2010, [Wine for Asia](#), Singapore
- § 4-5 November, [Drink World Congress](#) (Europe), Milan
- § 11-13 November, [FHC China 2010](#), Shanghai

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- § 28 Feb – 2 March, [ScotHot](#), Glasgow
 - § 13-16 March, [International Food & Drink Exhibition](#), London
 - § 17-18 March, [Drink World Congress](#) (Americas), New York
 - § 6-9 April, [Food & Hotel Indonesia](#), Jakarta
 - § 26-29 April, [Seoul Food & Hotel](#), Seoul
 - § 11-14 May, [HOFEX](#), Hong Kong
 - § 9-10 June, [Drink World Congress](#) (CIS), Moscow
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