



SOUTH AUSTRALIAN
WINE INDUSTRY ASSOCIATION

SOUTH AUSTRALIAN WINE INDUSTRY ASSOCIATION INCORPORATED

Newsletter

19 November 2009

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Message from the Chief Executive

The rainfall of past months has been followed by an extraordinary period of heat during November. Water allocations have now risen to 48%, but further decent rains are looking unlikely in the foreseeable period.

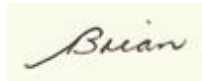
The Wine Restructuring Action Agenda announced this month by the four national wine industry

organisations has highlighted the issues facing the wine industry. While the issues are not really "news", it will focus the industry on the hard and tough decisions required by the wine grapegrowers and producers to address these issues. While these decisions will undoubtedly have an impact on individuals, families, communities and business, they are necessary if we are to attain the vision of a long-term viable and profitable industry.

I have been working with a sub-group of the South Australian Wine Industry Council in drafting the next 5 year Partnership Plan - a plan between industry and the State government. With the period of public consultation now concluded, I would like to thank those individuals who phoned and emailed their thoughts and views on the plan.

I note with interest that, in the world of politics and the Carbon Pollution Reduction Scheme, Agriculture is now proposed for permanent exclusion (previously to be reviewed in 2013 for inclusion 2015). While nothing of course is certain in this period of negotiations between the two major parties, the key has always been to reduce greenhouse gas emissions. The Wine Industry Sector Agreement charts a course of measurement – what you measure, you manage – so for those that are yet to participate – sign up by calling the association today.

It is with sadness we advise of the passing of Bernie Stephens. For a significant period of time Bernie directed the day to day activities of the association, the Wine & Brandy Producers as it was then known, before retiring in 1988. Bernie, a life member of the association, will be remembered as a friend, a significant contributor to the wine industry, a man who added colour and humour to most conversations and who was forthright in his views of what needed to be done.



Brian Smedley

FEATURE ARTICLES

Modern Award Seminars – A "Must Attend" event for employers!

This notice applies to all wine industry employers - including wine producers and grapegrowers.

With Modern Awards operative from 1 January 2010, if your business has employees then you must be able to answer the following questions:

- § What does the commencement of Modern Awards and the National Employment Standards mean for my business?
- § How do the 10 National Employment standards impact on my business?
- § What changes and what remains the same – clause by clause – in the *Wine Industry Award 2010*?
- § How do Modern Awards and enterprise agreements interact?
- § When and how will I "transition" from the current NAPSA's and Awards to a Modern award?
- § What are "phasing in" arrangements?
- § What happens to "State" awards?
- § How will all of these changes impact on my payroll and administrative processes?

These and many other important questions will be answered at SAWIA's regional Modern Award Seminars scheduled for the first half of December 2009. Participants will receive a copy of the *Wine Industry Award 2010* and course workbook. The seminar will also review "key aspects" of other commonly used modern awards by the wine industry.

Members should already be well aware that, from 1 January 2010, Modern Awards will replace all NAPSA's (Notional Agreements Preserving State Awards) and most Pre-Reform Federal Awards. Modern Awards, together with 10 minimum terms and conditions of employment (National Employment Standards), will form the new safety net of an employee's minimum terms and conditions of employment.

Every employer must be aware of and understand their obligations, rights and responsibilities to ensure they are compliant when the changes come into effect. Large penalties await employers that fail to comply!

To register for the Modern Award Seminars on-line click [here](#), or to download a registration form to be completed and returned to the association, visit the Noticeboard of the Home Page of SAWIA's [website](#). Some sessions are already full, so register quickly!

If you have any questions, please contact Egon Schwidder (8222 9273 or egon@winesa.asn.au) or Michael Asmar (8222 9270 or michael@winesa.asn.au).

Introduction to the Fair Work Act 2009 – Only a few seats left!

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

This is your last chance to register for regional **Introduction to the Fair Work Act Seminars** scheduled from 19 to 26 November 2009! The seminars are being held at the request of members, to help keep abreast of changes to industrial relations laws.

The seminars (which were originally conducted in all regions in June) will focus on:

- § Who is a National System Employer?
- § What happens to my current agreements / Award/ NAPSA?
- § New workplace bargaining!
- § Expanded Union rights of entry
- § What is Fair Work Australia?
- § New unfair dismissal laws.

Participants will also receive a Federal Industrial Relations System Workbook, which is likely to be very helpful over the next year or two!

If you did not attend one of the June 2009 seminars, or would like a refresher, click [here](#) to register. Alternatively, visit the Noticeboard of the Home Page of SAWIA's [website](#) to download, complete and return a registration form. Some sessions are already full, so register quickly!

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

SAWIA launches the Wine Industry Job Dictionary

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

SAWIA, through its Occupational Health & Safety Committee, has developed a *Wine Industry Job Dictionary* of 18 jobs that are typical of work performed in the industry.

The dictionary provides wine industry employees and employers and their service providers (i.e. Doctors, Rehabilitation providers etc.) with a tool that identifies specific tasks and physical demands of each job. In the unfortunate event of an employee sustaining an injury at work, the job dictionary can assist service providers to understand the employee's pre-injury job and identify suitable duties that can be performed safely by the employee. This will result in better "return to work" outcomes.

The Wine Industry Job Dictionary is available FREE to all wine industry participants. To download a copy, click on the Job Dictionary icon on the Home Page of SAWIA's [website](#).

To assist employers and employees better understand how the wine industry job dictionary can work for them, SAWIA will be conducting free one hour regional seminars in the first half of December. To book your place, download a registration form from the Noticeboard of the Home page of SAWIA's [website](#).



SAWIA would like to thank Employers Mutual for providing funding via its "member incentive program" that enabled the research and production of the dictionary.

Contact Egon Schwidder (8222 9273 or egon@winesa.asn.au) or Michael Asmar (8222 9270 or michael@winesa.asn.au) for more information.

The reality of oversupply – Joint statement to the industry

The wine industry must confront the reality of oversupply according to a joint statement recently issued by the four national bodies - Winemakers' Federation of Australia, Wine Grape Growers' Australia, the Australian Wine and Brandy Corporation and the Grape and Wine Research and Development Corporation.

Structural surpluses of grapes and wine are now so large that they are causing long-term damage to our industry by devaluing the Australian brand, entrenching discounting, undermining profitability, and hampering our ability to pursue the vision and activities set out in the *Directions to 2025* industry strategy.

Australia is producing 20–40 million cases a year more than it is selling – roughly equivalent to total sales to our second largest export market, the UK. Our surplus already exceeds 100 million cases and at current rates of production and demand this will more than double in two years.

Comprehensive analysis and consultation suggests at least 20% of bearing vines in Australia are surplus to requirements, with few long-term prospects. On cost of production alone, at least 17% of vineyard capacity is uneconomic. The problems are national – although some regions are more adversely affected – and are not restricted to specific varieties or price points.

The industry must restructure both to reduce capacity and to change its product mix to focus on sales that earn viable margins. Bailouts are not an option and neither governments nor industry bodies should be expected to provide the answers. Tough, informed decisions must be made by individual growers and wineries, from as early as the 2010 vintage.

The statement identifies a number of measures to help businesses and regions to strategically and honestly assess their current and likely future position then make appropriate decisions. This includes the provision of detailed and confidential supply data summaries to regional associations, and tools to help individual vineyard operators assess their performance and viability. National bodies will also work with the Federal Government to address issues around the WET rebate and MIS schemes.

The full paper is available from the Noticeboard of the Members' Home Page of SAWIA's [website](#).

South Australian Winegrape Crush Survey Reports / Questionnaire

The total crush of South Australian winegrapes in 2009 was 730,904 tonnes, down 11% from the prior year, according to the *2009 South Australian Winegrape Crush Survey Report*. The total estimated purchase value of the crush was \$487 million, with the average purchase value across the state down from \$936 per tonne in 2008 to \$667 per tonne in 2009.

The full report, state summary and regional reports are now available to view and download [here](#). The survey is produced annually by the Phylloxera and Grape Industry Board, and jointly funded by the South Australian Wine Industry Association, WineGrape Council of South Australia and the Department of Primary Industries and Resources South Australia.

A hard copy of the report is not produced in order to reduce costs and reduce the environmental impact of the survey. However, Excel versions of the data tables are available to SAWIA members by contacting Layla Plummer at 8222 9277 or layla@winesa.as.au.

To ensure that the survey continues to meet the needs of the growers and winemakers in South Australia, we are seeking your feedback on elements of the survey – to determine how useful they are to you. The questionnaire is available from the Noticeboard of the Members' Home page of SAWIA's [website](#). The results will also assist the Phylloxera and Grape Industry Board in framing a funding proposal for the three year period commencing in 2011.

If you have not already done so, members are encouraged to complete and return the questionnaire by 7 December 2009 to layla@winesa.asn.au or fax 8222 9276.

Vale Bernie Stephens



The South Australian wine industry has lost one of its strongest advocates and promoters, with the passing away of Bernie Stephens. Bernie leaves behind the industry he loved almost as much as he did his wife, 3 children and 9 grandchildren.

After a career in the Riverland region as a soldier settler ("blockie") and fruit processing manager, he joined the South Australian Wine and Brandy Producers Association in July 1967. During his tenure as Secretary/Manager he helped mould the association into a strong body representing the interests of the South Australian wine industry.

Bernie is remembered for his passion and desire to advocate for the industry, whether it was government, employer or other matters. He loved a good argument, and revelled in representing the industry in the Industrial Commission.

In the early 80's, Bernie was appointed to do a deep and searching review of the winery at Roseworthy Agricultural College. At the time this caused some controversy, however the outcome significantly influenced the evolution of the oenology course with long-term benefits for the wine industry.

Bernie was also a key player in establishing the association's assets and developing revenue streams to keep programs strong while ensuring membership subscriptions were manageable – effectively underpinning the long term growth of the organisation.

Bernie retired in August 1988 and was appointed a Life Member in recognition of his contribution to the Industry. While a strong advocate of South Australian wine he enjoyed the many opportunities to educate anyone who would listen about Australia's diverse growing areas and styles. Although not single minded in his appreciation of wines, he did have a soft spot for McLaren Vale reds and Riverland brandy. He was fortunate to have a son-in-law who is a winemaker, so he never ran out of wine to offer his many friends!

On behalf of members, SAWIA would like to offer our condolences to Bernie's family and friends, and of course a special "thank you!" to the man who helped lay our industry's strong foundations.

EMPLOYEE RELATIONS & OHSW

Award Modernisation update – Still awaiting transitional provisions

NB: The following article applies only to constitutional corporations covered by the Federal Industrial Relations system (Fair Work Act 2009 (Cth)).

Transitional provisions

The wine industry is still awaiting the inclusion of the transitional provisions in the *Wine Industry Award 2010*, which replaces the *Wine & Spirit Industry (SA) Award* (NAPSA) effective 1 January 2010.

All submissions in relation to the transitional provisions in the *Wine Industry Award 2010* have now been completed and filed with the Australian Industrial Relations Commission. SAWIA's submission, part of its ongoing strong representation of the wine industry, argues for transitional provisions suited to the specific needs of the wine industry. A copy of the submission is available from the Noticeboard of the Federal IR page of SAWIA's [website](#).

A decision from the Australian Industrial Relations Commission, including the final version of the Award incorporating the transitional provisions, is expected within the next few weeks.

Some awards soon to be available

Many other awards that will have an impact on employment in the wine industry will be available in the near future from SAWIA's website. Some of these awards such as the *Clerks – Private Sector Award 2010*, *Manufacturing and Associated Industries and Occupations Award 2010* and *Cleaning Services Award 2010* have been finalised. Other awards remain incomplete – such as *Restaurant Industry Award 2010* and the *Hospitality Industry (General) Award 2010*.

Stage 4 awards

Submissions for the exposure drafts for Stage 4 Awards have now been completed. SAWIA expects that these awards will be finalised in early December.

The Modern Awards represent the most substantial change to industrial relations for many years. SAWIA is conducting modern award seminars throughout the regions in early December to ensure employers can understand and apply the new Awards, including changes to classifications, rates of pay and penalties to name just a few! Refer to the Feature Article (above) for session details and registration.

Contact Egon Schwidder (8222 9273 or egon@winesa.asn.au) or Michael Asmar (8222 9270 or michael@winesa.asn.au) with any questions.

Important submission on National Model OHS Laws

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

SAWIA has made an important submission, on behalf of members, with regard to the Exposure Draft of National Model OHS Laws that was released on 29 September 2009. The proposed laws could have important implications for South Australian wine industry employers, including:

- § The concept of each incorporated body (i.e. company) being required to nominate a Responsible Officer would be replaced by the concept of a Person Conducting a Business or Undertaking (PCBU) as being the central duty of care holder under the law
- § Proposed maximum penalties will increase dramatically, with potential for terms of imprisonment
- § The proposed laws provide for union Right of Entry to inquire into "suspected contraventions" of the Act or to "consult and advise" workers, with entry provisions "aligned as closely as possible" to the provisions in the *Fair Work Act (Cth) 2009* (NB: current South Australian legislation does not provide for union right of entry for OHS purposes).

SAWIA has made a strong submission aiming to protect the interests of members. A copy is available from the Noticeboard of the OHSW Section of SAWIA's [website](#).

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

Fosters wins Safe Work Award



Please join us in congratulating the entire team at Fosters' Coonawarra Vineyard for winning the *Best Solution to an Identified Workplace Health & Safety Issue Award* at the 2009 Safe Work Awards.

The award was won for their Canopy Reconstruction, which the judges described as a "highly innovative and effective" engineering solution to replace a manual process, which required employees to remove and handle vegetation for the retraining of vines from stumps. The Fosters' Coonawarra Vineyard team modified a timber industry machine to perform the vine canopy reconstruction work, significantly reducing the manual handling hazards and associated risks.

Each year, the Safe Work Awards celebrate and recognise South Australians who have made a significant contribution towards Occupational Health and Safety achieving excellence in the workplace. The winners in South Australia's Safe Work Awards will now go through as finalists in the national Safe Work Australia Awards being held next year.

OHSW Seminars well attended

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

SAWIA has received strong positive feedback about the annual Occupational Health and Safety Seminars that were attended by 115 participants in the Barossa (5 November) and Coonawarra (12 November).

The seminar covered OHSW topics that are important to the wine industry including:

- § Best practice initiatives that have worked and reduced injuries in the wine industry
- § Outdoor workers and the sun
- § Managing non-occupational injuries from an employment and safety perspective
- § Workshopping a risk assessment of "vintage working hours" rosters
- § An overview of the proposed national OHSW Laws
- § Launch of the Job Dictionary – a resource for wine industry employers.

SAWIA would like to thank each of the guest speakers for their contribution, and the many participants for making the event such a huge success. For more information, contact Egon Schwidder (8222 9273 or egon@winesa.asn.au) or Michael Asmar (8222 9270 or michael@winesa.asn.au).

New First Aid Code

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

A new [Approved Code of Practice for First Aid in the Workplace](#) has been approved by the South Australian Minister for Industrial Relations, reflecting a contemporary and best-practice approach to first aid that recognises the needs of different workplaces. The new Code also brings South Australia's requirements more in line with those interstate – paving the way for a smoother transition to national uniformity.

The current *Approved Code of Practice for Occupational Health and First Aid in the Workplace* was introduced in 1991. The new Code will be subject to a 12 month transitional period and will come into operation on 10 December 2010. This gives employers a year to consider the provisions of the new Code and be in a position to meet its requirements in December 2010.

The new Code was developed via an extensive two-year consultation process undertaken by SafeWork SA, with SAWIA contributing to the process by commenting on draft legislation on behalf of members.

Members wanting more information can contact Egon Schwidder (8222 9273 or egon@winesa.asn.au) or Michael Asmar (8222 9270 or michael@winesa.asn.au).

SA private sector employers - National IR System – no certainty yet!

NB: The following article applies only to non-constitutional corporations covered by the State Industrial Relations system (Fair Work Act 1994).

As reported in past newsletters, all wine industry employers will operate in the National System of industrial relations under proposed new legislation. Two Bills, introduced on 9 September, have now passed both houses in State Parliament.

Legislation is also required in the Commonwealth Parliament to accept the referral. Relevant Bills were introduced to the Federal Parliament on 20 October, with 8 sitting days remaining for 2009.

If legislation passes the Commonwealth Parliaments, it will affect all remaining private sector employers (sole traders, partnerships and some trusts) not currently covered by the National System, with an operative date of 1 January 2010.

With the rapidly approaching proposed operative date, non-constitutional employers should attend SAWIA's regional sessions on the Fair Work Act, National Employment Standards (NES) and Modern Awards scheduled from mid-November through December. Refer to the Feature Article above for registration information. In the interim, members can direct any questions to Egon Schwidder on 8222 9273 or egon@winesa.asn.au.

SUSTAINABILITY & WATER

Plan for Greater Adelaide

SAWIA has made a submission on behalf of members in response to the State Government's *30 Year Plan for Greater Adelaide*, which raises important issues about availability and use of agricultural land and regional development.

SAWIA's submission was developed in consultation with members and the regional associations. Key matters raised by SAWIA include:

- § The "right to farm" on prime agricultural land must be recognised as part of the expectations of urban expansion – including sufficient separation of rural agricultural activity and urbanisation so as not to place the wine industry and its world renowned regions at risk
- § The draft plan did not indicate or identify all significant areas of winegrape production in the region
- § Certain key groundwater resources of the region were not identified in the draft plan
- § Some transport infrastructure in the region requires significant upgrading in order to support both industry and urban development.

The full submission can be downloaded from the Noticeboard of the Members' Home Page of SAWIA's [website](#).

For further information, contact Mark Gishen on 8222 9212 or mark@winesa.asn.au.

Water Update – Allocations / Carryovers / Environment

Water allocations now 48%

Karlene Maywald, Minister for the River Murray, has announced a small increase in water allocations from 46% to 48% for River Murray irrigators within South Australia. This increase followed on from a much larger increase from 34% to 46% announced in early November.

The Minister noted that the Bureau of Meteorology has forecast below average rainfall and above average temperatures across most of the southern Murray-Darling Basin during the next three months. River Murray storages remain low, with the current volume in Hume, Dartmouth, Menindee Lakes and Lake Victoria of 2,892 GL which is 31% of capacity. This is well below the long-term average of 77% for this time of year.

Water carryover into 2010/11

South Australian irrigators are now able to carryover all of their allocations not used in 2009-10 into the 2010-11 water year. This includes water previously carried forward from 2008-09 that remains unused at 30 June 2010. This provides irrigators with increased flexibility in planning and managing water entitlements and usage.

The operational arrangements for carryover, including further information about quarantining water purchased specifically for carryover, access to quarantined water in certain circumstances and application procedures will be announced soon.

The Minister reminded irrigators that an absolute guarantee cannot be given that all carryover will be delivered in 2010-11, because it depends on climatic conditions and the ability to deliver water from interstate storages.

Feedback Forum - EPA's Licence Fee System – Have your say!

The South Australian Environmental Protection Authority (EPA) is currently conducting a review of its Licence Fee System which has been operational since 1 July 2008. SAWIA is hosting a Feedback Forum (WFA Boardroom, Industry Offices, National Wine Centre, 24 November 11am), at which EPA representatives will be available to explain the Licence Fee System process and discuss issues of interest or concern to the industry.

The objectives of the EPA review are to:

- § Provide opportunity for stakeholders to provide comment / raise concerns
- § Determine possible refinements to the licence fee structure (while keeping in mind the licence fee structure objectives of being based on the user pays and polluter pays principles).

This is a great opportunity for SAWIA members to raise concerns and put forward suggestions! To attend the feedback forum (no charge), rsvp to Layla Plummer on 8222 9277 or layla@winesa.asn.au.

Rocland receives major grant for state of art waste water reprocessing facility



We are delighted to report that Rocland Estates (SAWIA member) has received a grant in excess of \$290,000 for a project to install a state of the art waste water reprocessing facility to significantly reduce their reliance on mains water. The winery waste water purification and disinfection system will allow the re-use of recycled water in the winery for wash-down and other process requirements.

The grant was obtained through AusIndustry's *Re-tooling for Climate Change* program, which helps small and medium sized Australian manufacturers reduce environmental footprints through projects that improve the energy and/or water efficiency of production processes. The program provides grants of between \$10,000 and \$500,000, up to a maximum of half of the cost of each project. For further information, phone the AusIndustry hotline on 13 28 46 or email hotline@ausindustry.gov.au.

Other SAWIA members looking to reduce energy or water use should consider applying, with closing dates for the next two rounds on 30 November 2009 and 22 March 2010. SAWIA members seeking assistance or advice in the planning and preparation of project applications can contact Mark Gishen of SAWIA on 8222 9212 or mark@winesa.asn.au.

Reducing carbon emissions = lower costs

Improving energy efficiency is the lowest cost strategy for a business to achieve greenhouse gas emissions reduction. Reducing energy consumption means reduced operating costs and lower emissions, with added marketing benefits.

A number of SAWIA members that are participating in the Wine Sector Agreement have already undertaken initiatives to improve energy efficiency. Most commonly this starts with an audit of energy use, followed by development of an implementation plan with practical, achievable and measurable targets.

For example, one such group program is the "10T" program in McLaren Vale, which aims to help 100 local businesses achieve an average emissions reduction target of 10 tons of CO2 per annum within two years. Upfront costs of energy assessment and energy efficiency implementation are offset through energy savings. 10T is facilitated by the City of Onkaparinga. To participate in 10T or obtain further information, contact Justin Wynn of the City of Onkaparinga on 8384 0069 or juswyn@onkaparinga.sa.gov.au.

SAWIA is keen to hear from any members interested in similar initiatives, and how we might be able to assist. For example, potentially SAWIA could help through organisation of group programs, or seeking project funding for energy audits. Please contact Mark Gishen on 8222 9212 or mark@winesa.asn.au.

SALES MARKETING & PROMOTION

Drinks Trade – Call for Sauvignon Blanc

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 20,000 licensed venues and outlets nationally.

The February/March 2010 edition of *Drinks Trade* will include the results of a tasting of Sauvignon Blanc and Sauvignon Blanc blends (RRP above \$15).

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 4 December. For more information on submitting your samples, visit the Noticeboard of the SAWIA Export page in the members’ area of the association’s [website](#).

Selection Magazine - International Wine Tasting Competition

Selection Magazine is inviting applications for the Premium Select Wine Challenge 2010. This competition is recognised by both German and EU legislators, so award winners can promote results with a medal or bottle tag on the product.

All wines achieving at least 85 points will receive a certificate and recognition on the website. Additionally, the best 20% of wines will be published in the spring edition of *Selection Magazine*, which has an audience of more than 100,000 regular readers in Germany, Austria and Switzerland, including 3,000 traders.

The competition fee is 40 EURO per entry, with applications due by 8 December 2009. For more information, visit the English version of the website [here](#).

OTHER

Take advantage of falling travel costs!



With reduced demand in the marketplace and the strengthening of the Australian dollar, there are excellent opportunities available to reduce travel costs and improve efficiency – an imperative in these challenging times. Flight Centre Group Travel, SAWIA’s Wine Industry Partner, is reporting substantially lower travel costs on many routes, with a number of airlines flying new routes (e.g., Melbourne – Johannesburg) and new alliances between airlines (such as V Australia and Virgin Atlantic) resulting in significantly discounted fares.

Flight Centre has also reported that the cost of accommodation and car hire in the US is down by approximately 18% (in AUD), with similar reductions being seen in Europe and the UK.

As part of its service to the South Australian wine industry, Flight Centre is offering a free no-obligation review of the travel spend for each SAWIA member. Flight Centre will identify opportunities for your business to reduce costs and improve efficiency, while guaranteeing to beat the available quotes of any other Australian travel provider.

As SAWIA’s Wine Industry Partner, Flight Centre Group Travel is dedicated to helping members promote South Australian wines to the world while minimising travel costs. Flight Centre Group Travel offers a range of exclusive deals for SAWIA members on airfare, accommodation, travel insurance and car hire.

SAWIA members are encouraged to take advantage of this no-obligation review by contacting Will Maley on will.maley@flightcentre.com.au or 0411 264 591.

Organic and biodynamic products – new Australian Standard adopted

FINLAYSONS

Organic and biodynamic grapegrowers and winemakers now have a new way to prove their credentials to the Australian public – through compliance with an Australian Standard for organic and biodynamic products, issued on 9 October 2009 by Standards Australia.

According to Finlaysons, SAWIA's Wine Industry Partner, if vineyard and/or winery operations are certified as complying with the minimum requirements for the production, preparation, transportation, marketing and labelling of products set out in *AS 6000-2009 Organic and biodynamic products*, products of those operations can be labelled 'organic' or 'biodynamic' in accordance with the Standard.

The requirements of AS 6000 are based on Edition 3.3 of the *National Standard for Organic and Bio-dynamic Produce*, developed by the Australian Quarantine and Inspection Service (AQIS), which governs the export industry at present. Grapegrowers and winemakers who currently export products labelled 'organic' or 'biodynamic' should be in a position to be certified under AS 6000 for Australian sales with minimal difficulty.

For a comprehensive summary prepared by Finlaysons, including information on how to obtain a copy of the new standard, visit the Noticeboard of the Home page of SAWIA's [website](#). For more information, contact Suzanne Dickey of Finlaysons on 8235 7400 or suzanne.dickey@finlaysons.com.au.

Family Business Australia - So what's keeping you awake at night?

The unique strengths of being a family business – passion, commitment, love, loyalty, pooled resources and a long term view to strategic planning – are also the source of unique challenges that corporate-style businesses don't have to deal with.

Corporate CEO's won't lose sleep over whether a storeperson or receptionist will storm out of the business and stop coming to family functions if they are performance managed or not promoted above their ability. Nor will they develop heartburn over refusing family members unlimited flexibility of working hours, when non-family staff can't have the same opportunity. A corporate CEO certainly doesn't have to upskill his/her offspring to ultimately be replaced at the helm.

Family Business Australia (FBA) is a not-for-profit national member-based organisation established to provide support and genuine understanding to families in business. From spouses to cousins and beginners to empires, it's amazing how common the issues are, regardless of size or industry sector. The emphasis is on helpful information, education, training, research and discussion to ensure family businesses prosper.

FBA gives family business owners and their family members the opportunity to meet and discuss a range of issues unique to family business, learn through seminars and forums and demystify succession and other family business issues. FBA members can access specialist advisers who have proven track records in the family business area and enjoy a range of benefits.

For more information, visit the Noticeboard of the Home Page of SAWIA's [website](#) or contact Heather Dowling of Family Business Australia on 8376 5598 or fbasa@fambiz.org.au.

Fortified Winemaking Workshop

The Australian Society of Viticulture and Oenology is hosting a fortified winemaking workshop in Melbourne (3 December and repeated on 4 December), aiming to rejuvenate interest in fortified winemaking in Australia while sharing and preserving Australia's fortified winemaking heritage.

Three sessions each day will focus on sherry, Australian fortified styles, and port. Each session will be presented by experts in these styles, including David Fonseca Guimaraens (Winemaker and Technical Director for the Fladgate Partnership, a family company that owns the Taylor Fladgate, Fonseca and Croft Port Houses in Portugal).

Detailed discussions of the winemaking techniques will be illustrated with tastings of over 50 classic fortified wines and fortifying spirits.

To register or obtain more information, including costs, click [here](#) or contact the ASVO on 8410 9855 or admin@asvo.com.au.

AMCHAM luncheons feature Grant Burge, Victoria Angove and Louise Rose

The American Chamber of Commerce (AMCHAM) has two upcoming business luncheons that may be of particular interest to SAWIA members.

On Friday 27 November, *Australian Wine to the World* will feature Grant Burge (Grant Burge Wines), Andrew Cheesman (Australian Wine and Brandy Corporation) and Andrew Jefford (UK Wine Writer and Judge).

Victoria Angove (Angove Family Winemakers) and Louisa Rose (Yalumba) will be *Talking Business* at a business luncheon on 11 December.

For more information, including costs, click [here](#) or phone 8212 4688.

Dates for your diary

2009

- § 19-21 November, [Shanghai International Wine & Spirits Bonded Expo](#), China
- § 23 Nov, [Introducing the Fair Work Act](#), Adelaide
- § 24 Nov, [Introducing the Fair Work Act](#), Coonawarra
- § 24-28 November, [SIMEI 2009](#), Milan (Italy)
- § 26-28 November, [Interwine China](#) (autumn), Guangzhou
- § 26 Nov, [Introducing the Fair Work Act](#), Barossa
- § 27 Nov, [AMCHAM Australian Wine to the World](#), Adelaide
- § 27 November, [Wine Industry Day](#), Adelaide
- § 1 Dec, [Understanding Modern Awards](#) / [Job Dictionary](#), Barossa
- § 1-3 December, [SITEVI 2009](#), Montpellier (France)
- § 2 Dec, [Understanding Modern Awards](#) / [Job Dictionary](#), Riverland
- § 2-4 December, [International Food & Drink Expo India](#), New Delhi
- § 3 Dec, [Understanding Modern Awards](#) / [Job Dictionary](#), Clare
- § 3 & 4 Dec, [Fortified Winemaking Workshop](#), Melbourne
- § 8 Dec, [Understanding Modern Awards](#) / [Job Dictionary](#), Adelaide
- § 9 Dec, [Understanding Modern Awards](#) / [Job Dictionary](#), Langhorne Creek
- § 10 Dec, [Understanding Modern Awards](#) / [Job Dictionary](#), Coonawarra
- § 11 Dec, [AMCHAM Talking Business](#), Adelaide
- § 15 Dec, [Understanding Modern Awards](#) / [Job Dictionary](#), McLaren Vale

2010

- § 16-24 January 2010, [WineFest China](#), Beijing
 - § 28-30 January, [TASTE India and International Wine Fair](#), Mumbai
 - § 4-5 February, [Drink India Congress 2010](#), Bangalore
 - § 9-11 March, [Shanghai China International Wine Exposition](#), Shanghai
 - § 11-13 March 2010, [Food Hotel & Tourism](#), Bali
 - § 20-23 April, [Food & Hotel Asia](#), Singapore
 - § 12-15 May, [Seoul Food & Hotel](#), Korea
 - § 12-16 May, [Thaifex 2010](#), Bangkok
 - § 1-3 June, [TopWine China](#), Beijing
 - § 3-8 July 2010, [WineTech 2010](#), Adelaide
 - § 15-18 Sept, [Food & Hotel Thailand](#), Bangkok
 - § 11-13 November, [FHC China 2010](#), Shanghai
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