



**SOUTH AUSTRALIAN WINE INDUSTRY**  
ASSOCIATION INCORPORATED

*The South Australian Wine Industry Association gratefully  
acknowledges the support of our  
Industry Partners*

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EXCHANGE

FINLAYSONS

**FLIGHT CENTRE**<sup>®</sup>  
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NCI

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WORKERS'  
COMPENSATION  
SOLUTIONS

MEMBERS  
*ONLY*  
SPECIAL OFFERS

JUNE 2008

CONFIDENTIAL



**SOUTH AUSTRALIAN WINE INDUSTRY**  
ASSOCIATION INCORPORATED

## FOR MEMBERS ONLY

The South Australian Wine Industry Association (SAWIA) has negotiated a number of special offers for members of the association.

Please be sure to identify yourself as a member of SAWIA when contacting the suppliers. As with any offer, members are encouraged to obtain alternative quotes for comparative purposes.

In addition to the special offers listed in this document, SAWIA provides members with many valuable services such as the national Wine Industry Salary & Benefits Survey Report, OHSW Guidelines Manual, conferences, seminars and other events.

Please refer to the member brochure or website [www.winesa.asn.au](http://www.winesa.asn.au) for a full outline of services and benefits that are yours to access with your SAWIA membership.

For queries and feedback on these offers contact:

**South Australian Wine Industry  
Association Incorporated**

ABN 43 807 200 928

1st Floor Industry Offices

National Wine Centre

Botanic Road Adelaide SA 5000

Tel: 61 8 8222 9277

Fax: 61 8 8222 9276

[admin@winesa.asn.au](mailto:admin@winesa.asn.au)

[www.winesa.asn.au](http://www.winesa.asn.au)

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## Foreign Exchange

Bell FX, a division of stockbroking and investment advisory firm Bell Potter Securities Limited, is headquartered in Adelaide, with a team of foreign exchange specialists focussed on providing a professional standard of service to the South Australian wine industry.

Bell FX services include competitive pricing in spot, forward foreign exchange contracts and foreign currency options. Additionally, it offers research, foreign currency accounts and fee-free remittances.

Under the special Bell FX offer to members, each transaction incurs a margin fee of only 0.15% with no other fees charged. Members settle directly with Bell accredited FX dealers available 24 hours a day.

Members interested in finding out more about the Bell FX offer, or wanting to arrange a visit from Bell FX, should contact Paula Overy (8222 9277) or Marcia Burnett (8222 9271) of SAWIA to obtain a letter of introduction.

### Contact Details:

**Nicholas White**  
**Bell Foreign Exchange**  
**Level 6 Da Costa Building**  
**68 Grenfell Street**  
**PO Box 3016 Rundle Mall**  
**Adelaide SA 5000**

**Telephone: (08) 8224 2770**  
**email: [nwhite@bellfx.com.au](mailto:nwhite@bellfx.com.au)**

**Finlaysons is widely regarded as the leading wine industry law firm in Australia, providing specialist advice to the industry.**

Finlaysons has worked with the industry at home and abroad for decades, helping Australian wine take its place on the global stage, leading the way in complex and changing markets.

Finlaysons has built unrivalled knowledge and expertise through its dedicated Wine Business Unit, a specialist, multi-disciplinary team headed by partner Will Taylor. It can support clients at every level and in every wine region in Australia, from their viticultural and processing issues to sales, marketing and distribution matters, acting for small family operations to some of the world's largest wine and beverage companies.

Finlaysons' commitment to wine also sees them lead the popular Wine Roadshow across Australia each year, giving practical, hands-on advice to local winemakers and grape growers.

### **Areas of expertise include:**

- mergers and acquisitions
- capital raising
- joint ventures
- succession planning
- grape supply, distribution, processing and bottling
- contracts
- liquor licensing
- intellectual property, including foreign trade mark and domain name registration and geographical indications
- employment law
- tax (including WET, GST and stamp duty)
- occupational health, safety and welfare
- environmental and planning law, including winery waste management and climate change trade practices, including packaging issues
- dispute resolution (particularly grower, processing and distribution contract issues and brand infringement)

### Contact Details:

**Will Taylor**  
**Partner**  
**FINLAYSONS**  
**81 Flinders street**  
**ADELAIDE SA 5000**

**Telephone: (08) 8235 7421**  
**email: [will.taylor@finlaysons.com.a](mailto:will.taylor@finlaysons.com.a)**



### Exclusive travel deals for members

Travel is a particularly costly part of operating in the current global environment. The ability for small-mid size producers to gain rates competitive with the large corporations is to pool their buying power.

Having identified this need, the SAWIA has joined forces with Flight Centre Groups to gain better deals on your travel needs and personal account management of your bookings by industry specialists. Through utilising the buying power of SAWIA members, Flight Centre Groups is able to offer the following exclusive deals with favourable pricing and / or product features:

**QANTAS AIRWAYS:** Special fares available from all Australian cities and for other destinations.

**Business Class Corporate Fares** ex-Adelaide:

■ Adelaide to London, Paris, Frankfurt, Rome, Amsterdam and more

**From \$9988 tax inclusive return**

(equivalent fare on Qantas website: \$10723)

■ Adelaide to Los Angeles and San Francisco

**From \$12317 tax inclusive return**

(equivalent fare on Qantas website: \$14945)

■ Adelaide to New York

**From \$12433 tax inclusive return**

(equivalent fare on Qantas website: \$16664)

■ Adelaide to Singapore

**From \$4625 tax inclusive return**

(equivalent fare on Qantas website: \$4785)

- all fares subject to availability at time of booking

**MALAYSIA AIRLINES: Extra 10kg checked baggage** allowance per person with Malaysia Airlines exclusive allowance for all flights purchased through Flight Centre Groups: **(Extra baggage is typically charged at \$40/kg each way)**- Airline requires 3 working days to process request, change of return date after departure will rescind allowance.

**Accommodation** - 5% discount on best rate of the day levels for the full range of Accor Hotel products includes last minute rates.

**Travel Insurance** - 20% discount on Covermore Travel Insurance. Products include international and domestic leisure and business policies.

**Car hire** throughout the World - Exclusive corporate car hire rates with discounts on average of 15% below retail levels.

Contact Details:

**Will Maley – Business Development Manager  
Flight Centre Groups  
Level 1 / 33 King William Street  
Adelaide SA 5000**

**Telephone: (08) 8425 8600 or 0411264591  
email: will.maley@flightcentre.com.au**

**SAWIA** Member Only Benefits 4



**HOSTPLUS is the industry superannuation fund for the hospitality, tourism, recreation and sport industries.**

Scott Vaughan, South Australian account manager, is ready to assist with you with all of your superannuation needs. Scott will keep you up to date with the latest news and information, and ensure that you stay on top of the superannuation related issues that impact your business.

HOSTPLUS will work with you to arrange an education seminar relevant to your staff, whether they are interested in retirement savings, investment decisions or how to benefit the government's co-contribution scheme

HOSTPLUS was established by the Australian Hotels Association (AHA) and the Liquor, Hospitality and Miscellaneous Union (LHMU) in 1987.

HOSTPLUS is a regulated superannuation fund. It complies with the Superannuation Industry (Supervision) Act 1993 (SIS) and meets the requirements of the Australian Prudential Regulation Authority (APRA) and the Australian Securities and Investment Commission (ASIC).

Contact Details:

**Scott Vaughan  
HOSTPLUS  
Level 1 104 Frome Street  
Adelaide SA 5000**

**Telephone: (08) 8205 4964  
email: svaughan@mail.hostplus.com.au**

**SAWIA** Member only benefits 5



### **Exclusive Insurance Offer**

This package was designed specifically to provide cost effective and comprehensive insurance coverage for SAWIA wine producers and grape growers.

SAWIA members will benefit through savings in premiums as well as the broadest policy coverage available in the insurance market.

The comprehensive insurance package includes as standard the following features and extensions:

**Industrial Special Risks** - includes contamination, spoilage and leakage, museum stock, maturing stock and customers' goods/stock

**Directors and Officers insurance** - premium based purely on company turnover, with agreed pricing for a 3 year period

**Public and Products Liability** - includes professional indemnity for winemakers, product recall and exports to North America

**Motor Vehicle insurance** - covers all vehicles owned, hired, acquired, leased or operated by the insured, with hire vehicles provided following accidents.

The MGA insurance offer is backed by insurance companies selected based on a range of criteria including premiums, industry expertise, claims service and prompt payment, flexibility to customise policies and financial strength.

MGA Insurance Brokers have 12 offices located around the state to better service your needs (including Clare, Adelaide, Loxton, Naracoorte and Mount Gambier).

Contact Details:

**Phil Keenihan**  
**MGA Insurance Brokers**  
**67 Greenhill Road**  
**Wayville SA 5034**

**Telephone: (08) 8291 2800**  
**email: phil.keenihan@mga.com**



### **Credit Insurance**

Grow exports and target new markets, while minimising the risk of bad debts, under an excellent credit insurance offer available only to members of SAWIA.

National Credit Insurance Brokers offer credit insurance to SAWIA members at very low rates. Members also have exceptionally low minimum annual premiums (\$1,500 p.a.), as compared to the industry standard minimum premium of approximately \$10,000.

SAWIA members have reported saving hundreds of thousands of dollars per annum on credit insurance under this offer.

A number of members have also reported using insured debtors to increase borrowing capacity and improve financing flexibility with banks and other financiers.

Members that have implemented a policy also receive free access to the NCI website credit database which can be accessed 24 hours a day, 7 days a week.

Contact Details:

**Russell Pilbeam**  
**National Credit Insurance (Brokers) Pty Ltd**  
**Level 2, 165 Grenfell Street**  
**PO Box 3315 Rundle Mall**  
**Adelaide SA 5000**

**Telephone: (08) 8228 4809**  
**Email: russell.pilbeam@nci.com.au**



#### **WCD - leading workers' compensation advisor**

WCD is a national provider of injury prevention and injury management services, with substantial South Australian wine industry knowledge and experience.

WCD specialises in providing contemporary injury prevention and management systems, with service and products which focus on overall prevention. WCD can offer advice and develop solutions that reflect your businesses needs – big or small.

For any workers' compensation issues at your business, members should contact SAWIA in the first instance. Where necessary, SAWIA will then refer your query to WCD for assistance from one of their consultants. Certain WCD services will be provided on a fee for service basis.

Visit the Resources section of SAWIA's Industry Partners or WCD's web site [www.wcdcomp.com.au](http://www.wcdcomp.com.au) for a comprehensive summary of the types of injury prevention and injury management services offered by WCD.

Contact Details:

**Hedy Babi**

**WCD - Workers Compensation Solutions**

**PO Box 291**

**FULLARTON SA 5063**

**Telephone: (08) 8379 4278**

**email: [hbabi@wcdcomp.com.au](mailto:hbabi@wcdcomp.com.au)**

### ***Other Member offers***

#### **Mitsubishi Offers National Fleet Prices**

Mitsubishi Motors Australia is offering their entire range of new vehicles to South Australian Wine Industry Association members at national fleet prices! This offer should be of particular interest to small and medium sized members, with savings of thousands of dollars per vehicle.

To take advantage of this outstanding offer, members will need a 'letter of introduction' from the association to present to the Mitsubishi dealer of your choice. Members can arrange for this letter in advance by phoning Paula Overy at SAWIA on 8222 9277.

Alternatively, members can select a vehicle, and then ask the dealer to phone the association and have the letter faxed or emailed direct to the dealer.

Please note that, in accordance with the terms of the agreement, vehicles need to be registered in the business name of the member.

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*The South Australian Wine Industry Association gratefully acknowledges the support of our sponsors and encourages members to use their services when ever possible.*

