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Message from the Chief Executive

I am delighted to advise that SAWIA has signed an agreement with the State Government that provides SAWIA with funding of \$250,000 per annum over 4 years to increase the domestic and international sales of wine and develop new and existing markets. SAWIA will manage the market development funding on behalf of the South Australian wine industry. This is an exciting development which aims to increase the domestic and international sales of wine, providing knowledge and skill sets through education and training opportunities and ensuring our marketing collateral is fit for purpose. We thank the State Government for recognising the importance of supporting market development programs and our industry. Refer to the feature article below for details.

Over 100 wineries participated in the inaugural State Cellar Door Wine Festival from 25-27 February at the Adelaide Convention Centre. SAWIA, through our National Wine Education and Training Centre, was delighted to support the event by conducting twelve master classes. Even more pleasing was the generous support from members who provided an outstanding line-up of wine for the classes. Feedback has been positive with constructive ideas for next year's event. See the feature article below for details.

SAWIA's Executive Committee met with the presidents and executive officers of seven wine regions on 2 March 2011 for a workshop aimed at improving communication and identifying ways to work together more effectively and collaboratively. Having one strong industry voice allows more effective influencing and representation on wine industry issues, while avoiding duplication of effort and ensuring understanding of issues and their importance. Truly an historic occasion, the workshop outcomes include a follow-on meeting to share regional and state strategies for the year ahead.

The 2011 vintage while later than last year has commenced, although the momentum was interrupted by the rain event of Monday 7 March. Wine regions immediately to the north and south of Adelaide received rain exceeding the March monthly average, while other wine regions received very much lighter falls that would have little impact on the vintage. Disease pressures are still high given the humidity which is unusual. The last six months has certainly provided some challenging weather conditions for the wine industry, but we remain confident of some outstanding wines from this vintage!

SAWIA has been canvassing the issue of poorly managed vineyards that might harbour disease spreading to adjoining properties. The issue requires further review and examination before a course of action can be determined. We will update members in due course.



Brian Smedley

FEATURE ARTICLES

SAWIA secures \$1 million funding for market development

We are delighted to announce that SAWIA has signed an agreement with the State Government that provides SAWIA with funding of \$250,000 per annum over 4 years to increase the domestic and international sales of wine and develop new and existing markets.

The initial focus will be on:

- § Providing local businesses with practical information and the necessary skill sets to grow and thrive in the domestic and international market

- § Developing a state brand that will add context to the A+ Australian Wine and regional brands.

Over the next year an education and training program will be delivered to better support our local wine industry in maintaining and strengthening our position as Australia's pre-eminent wine state. An important aspect will be to assist each South Australian winery identify "your story" and the point of difference that sets your business apart from interstate and overseas competitors.

Subsequent phases of the program will include "in market" programs focussed on increasing the industry's sales capability. Attention will also be directed to better understanding the market opportunity and business to business dealings in China.

SAWIA will manage the projects on behalf of the industry, with the individual projects having been derived from an extensive consultation and negotiation process. SAWIA is looking forward to delivering these programs and to helping our industry grow and become stronger in an increasingly competitive marketplace. We thank the State Government, and in particular the wine staff within PIRSA, for recognising the importance of supporting market development programs.

While the State Government funding is for specific purposes, the agreement was designed to ensure that the wine industry can contribute to, and help shape, each year's activities. SAWIA members are invited to contact Olivia Bristow on 8222 9277 or olivia@winesa.asn.au to comment on the opportunities that lie ahead.

State Wine Festival



South Australia's inaugural *State Cellar Door Wine Festival* in late February was a great success, with many of the 100+ participating wineries looking to be involved again next year. The strong support by the South Australian wine industry was rewarded by solid attendance at the event, including numerous sold out wine classes. A number of wineries reported strong sales, although some wineries had hoped for greater revenue.

The event was organised and run by the Adelaide Convention Centre, building on SAWIA's highly successful *Cellar Door Experience* at the Royal Adelaide Show. SAWIA contributed to the planning and development of the Festival, organised the master classes and wines and invited the participation of South Australian wineries.

Post event feedback has been very positive, with a number of constructive suggestions for an even better event next year. Comments included:

- § "I think the Cellar Door Festival was a great success and the response of the public was fantastic..."
- § "We have had tremendous feedback from customers."
- § "The layout was superb and the fact that Master classes etc pulled people to the back of the venue was good..."

A number of members also commented that the event was very affordable for small wineries. SAWIA helped by committing significant time and resources to the event. We would also like to say a special "thank you" to members for providing (at no cost) an outstanding selection of wines

for the master classes!

To provide feedback or ideas for next year, SAWIA members are welcome to contact Marcia Burnett on 8222 9271 or marcia@winesa.asn.au.

Wine Industry Environment Conference & Exhibition – Secure your gains



Continuous improvements – Securing your gains is the theme of the 6th Australian Wine Industry Environment Conference & Exhibition scheduled for 19-20 October 2011 in Adelaide.

The Conference will focus on:

- § Adapting to the varied and rapid changes in the natural environment
- § Managing compliance challenges to secure access in our markets
- § Continuous improvements in environmental management in viticulture and wine production
- § Establishing environmental leadership both domestically and globally.

The conference will present information and discussion on a range of topics that are both vital and timely for the wine industry – Water, Energy, Waste and Biodiversity – and put these in the context of the value chain throughout the sector.

For more information about sponsorship, exhibition, presentations or attendance, contact Marcia Burnett on 8222 9271 or marcia@winesa.asn.au.

New Greenhouse Gas Reduction Guide



SAWIA is pleased to announce the publication of *A guide to greenhouse gas reduction for South Australian grapegrowers and winemakers*, which was developed as part of the Wine Industry Sector Agreement for Climate Change and Greenhouse Gas Emissions Reduction.

The 12-page easy to read booklet describes in simple and practical terms the steps that wine sector businesses can take to reduce greenhouse gas emissions, and provides practical examples for both vineyards and wineries. Together with a list of resources and suggestions on where to find help, the booklet provides a starting point on the journey towards sustainability in a carbon-constrained future.

The guide can be downloaded from SAWIA's website [here](#).

SAWIA has been engaged in discussions with the State Government and Wine Grape Council of South Australia with regard to a new follow-on agreement, and will ensure members are informed of developments.

Introduction to Australian Wine – Now available in Chinese!

SAWIA's (NWETC) Understanding Wine course is now available in Mandarin Chinese! Chinese visitors and delegations can learn more about Australian wine styles, wine regions and hear the stories behind our favourite brands – without a language barrier. As compared to the standard Understanding Wine course offered at the National Wine Centre, the Chinese language course content has been enhanced to respond to the strong Asian interest in red wines and Australia's regions.

The course aims to develop sensory evaluation skills, and participants emerge with a comprehensive overview of Australian wine and winemaking. All participants receive a *Certificate of Attendance* endorsed by SAWIA.

The Chinese language course is available in two different formats – a 1-2 hour session for a concise overview, or an 8 hour course which can be delivered over 1, 2 or 4 days. The wine educator is fluent in both English and Chinese, and has exceptional academic and commercial credentials.

SAWIA's Understanding Wine course in English has been offered at the National Wine Centre for many years, and continues to experience strong demand. Recent interest from inbound tourism operators led to the course being translated into Mandarin. SAWIA will be pleased to work with our members, tourism operators and other interested parties to deliver the course. Contact Marcia Burnett on 8222 9271 or marcia@winesa.asn.au for more information.

INDUSTRY & GOVERNMENT

Strategic Infrastructure Plan

SAWIA has made a comprehensive submission that will help influence and inform the priorities of infrastructure in areas such as roads and transport, energy, urban land, water, natural assets, waste management and health. This was in response to the State Government's call for submissions on the recently released *2010 Discussion Paper – Strategic Infrastructure Plan for South Australia*.

After gathering input from members, SAWIA prepared a comprehensive submission that highlighted the importance of adequate housing, education, health and other facilities that are so vital to maintaining a population that can support the regional wine industries.

SAWIA's submission seeks a wide range of improvements including:

- § Energy: economically viable "green" energy options and renewable energy as well as extension of the natural gas pipeline within the Barossa Valley
- § Transport: rail for freight connecting regions and within regions, improved public transport in regions, north south transport corridor connecting Langhorne Creek and the Barossa Valley, an eastern bypass for Gawler and a regional airport for the Riverland
- § Other: control over selling off farm land for urban development, regional waste transfer and disposal facilities as well as improved coverage for mobile telephones / wireless internet and high speed internet connections in regions.

The full 9-page submission is available from the Noticeboard of the Members' Home page of SAWIA's [website](#).

SAWIA actively monitors and responds to infrastructure matters that impact the wine regions. SAWIA members are welcome to contact Brian Smedley on 8222 9277 or brian@winesa.asn.au with any comments or questions.

Protection of winegrape growing areas

As reported in the February newsletter, SAWIA welcomed the Premier's recent announcement that the Government will look into special legislation to protect the unique identity and integrity of the wine and food areas of the Barossa Valley and McLaren Vale.

The issue of protecting winegrape growing areas from inappropriate development has been very high on SAWIA's agenda, highlighted at meetings of the South Australian Wine Industry Council and through other avenues such as our recent submission on the State Government's *30 Year Plan for Greater Adelaide*.

While the Government's announcement is a step in the right direction, **SAWIA will work collaboratively with the regions to press for appropriate legislation that protects all winegrape growing regions around the state.** For more information, contact Brian Smedley on 8222 9277 or brian@winesa.asn.au.

Road signage

Clear and comprehensive signage for providing directions in and around wine regions is important for everyone from tourists to those people engaged in our day to day businesses. As part of our role in assisting the regions to achieve satisfactory outcomes, SAWIA is assisting the Clare Valley in discussions with the Department of Transport Energy and Infrastructure to improve signage into and within the region. Similarly SAWIA is continuing to agitate the Department to erect an entry sign to Coonawarra on the Dukes Highway at Keith –which is imminent!

For more information, or to report signage issues in your area, SAWIA members are welcome to contact Brian Smedley on 8222 9277 or brian@winesa.asn.au.

EMPLOYEE RELATIONS & OHSW

Lights, camera, action – Wine Industry Safety and Induction DVD



Filming for SAWIA's new *Wine Industry Safety and Induction DVD* is underway, with filming starting in McLaren Vale on Wednesday 27 February. This filming follows on from a major planning and preparation exercise, much of it focussed on fitting a huge amount of information into one 30 minute DVD.

As reported in past newsletters, SAWIA secured substantial funding from Employers Mutual Limited (SAWIA's wine industry sponsor) to develop a safety and induction DVD specifically for the wine industry. We expect that the DVD will be a very valuable resource for the wine industry, and we are aiming for a regional roll-out in mid-2011.

Over the next few weeks filming will be undertaken by Jonburke Creative Digital Video, supported by SAWIA, at a number of wineries across the state. If you see us out there with a camera, please come up and say hello - you may even get to be in the DVD!

The DVD follows on from SAWIA's highly successful *Occupational Health Safety and Welfare Guidelines for the Wine Industry*, and the *Wine Industry Job Dictionary*.

The idea for the DVD was originally suggested by a SAWIA member, and we welcome any other suggestions from members for initiatives that will improve OHS outcomes in the wine industry. If you would like more information, contact Trevor Stutley on 8222 9212 or trevor@winesa.asn.au.

Vehicle Mounted Wire Spinner – A must for the vineyard

SAWIA is currently working on developing engineering drawings and a Standard Operating Procedure for a *Vehicle Mounted Wire Spinner*, eliminating manual handling of heavy wire coils when undertaking fencing and trellising. Further details will be available over the next few months.

If you would like further information, contact Michael Asmar on 8222 9270 or michael@winesa.asn.au.

Wine Industry Salary and Benefits Survey – Participate now!



Register now to participate in the 12th annual *Wine Industry Salary & Benefits Survey* and save money on the cost of the final report.

The 2011 Survey covers 58 positions across winemaking, viticulture, warehouse, sales, accounting, marketing, human resources and administration - typically those positions not covered by any industrial award.

In addition to job salary information, the survey covers matters such as how pay is reviewed, when it is reviewed, salary movement percentages (actual and forecast), pay policy and practices, superannuation benefits, employer provided car practices, "at risk" incentive payments and share schemes. To help smaller businesses understand and apply the results, the 2011 report will also include a supplement setting out salary data for businesses with less than \$10M of sales revenue per annum.

New participants to the survey are especially encouraged, and it is not too late to register your interest! As in previous years, participants will receive a substantial discount on the cost of the published survey results.

Survey and position description forms will be available on 14 March 2011, with completed surveys to be returned by 9 May. You can also [order your copy of the 2011 Salary Survey now](#) for delivery on 6 June 2011.

If you want to participate in the survey or need more information, please contact Michael Asmar on 8222 9270 or michael@winesa.asn.au.

Have your say - "Model" Work Health and Safety Laws

Help shape the national reform of OHS legislation by having your say on the proposed ["Model" Work Health and Safety Laws](#) – before they become law!

As reported in previous newsletters, the laws that govern work health and safety in South Australia are changing. SAWIA hosted a one-day workshop for its Occupational Health and Safety Committee on 16 February to discuss the impact of the new model regulations and codes of practice. Some of the issues raised at the workshop include:

- § The need to be vigilant with record keeping
- § Confined space training requirements
- § The introduction of an extensive range of “infringement notice” offences and “notification” requirements.

SAWIA, along with SafeWork SA and other employer associations, also facilitated 2 briefing sessions for employers on 22 February.

SAWIA continues to welcome member feedback with regard to the “Model” Laws, particularly with regard to any aspects of the new laws that may adversely impact your business. The association will use this feedback to prepare a comprehensive submission that will be lodged with Safe Work Australia before 4 April 2011.

To obtain more information or provide feedback, SAWIA members should contact Egon Schwidder on 8222 9273 or egon@winesa.asn.au.

Employers benefit from finding redundant employees alternative employment

The decision to make an employee redundant can often be a difficult time for all parties. Some organisations are now taking the initiative and helping to find redundant employees alternative positions with other companies, realising significant benefits for both the employer and employee.

In one case heard by Fair Work Australia, a company argued that they had obtained suitable employment for 2 employees who they were making redundant. The company’s Divisional Manager contacted another employer, and then facilitated a meeting to introduce the two employees and that company’s Directors, resulting in job offers. The Commissioner commented that the company was a strong moving force towards the creation of the alternative employment, and ordered the redundancy payment for each employee be reduced by 50%.

In another case, Fair Work Australia halved an employer’s redundancy obligation after the company proved it had been a “strong, moving force” in securing alternate work for the employee. The company arranged an interview for the employee with another employer and he was offered a similar position on a better salary. His redundancy entitlement was reduced from \$9,120 to \$4,560.

These cases show that, in a redundancy case, an employer can make application to Fair Work Australia to have the general severance pay prescription varied if the company obtains suitable employment for an employee.

For any additional information or queries about reducing redundancy payments, contact Trevor Stutley on 8222 9212 or trevor@winesa.asn.au.

Call for submissions – Annual Wage Review 2010 / 2011

Following on from February’s newsletter, SAWIA is preparing a submission to Fair Work Australia regarding the Annual Wage Review. The submission will ensure that Fair Work Australia fully understand the many challenges facing our industry including the rising Australian dollar, oversupply of grapes and wine having a detrimental effect on export performance, introduction of Modern Awards, the Murray Darling Basin Plan, environmental impacts, level of employment and the restructuring of the wine industry currently taking place.

Any variation to Modern Award minimum wages and the national minimum wage order resulting from the review will come into operation from the first full pay period on or after 1 July 2011.

SAWIA members are invited to provide feedback or obtain further information by contacting Egon Schwidder (8222 9273 or egon@winesa.asn.au) not later than 15 March 2011.

SUSTAINABILITY & WATER

Water Industry Bill

The Department for Water recently released an exposure draft of the *Water Industry Bill* for public comment. The Bill is intended to support the water industry by promoting efficiency, competition and innovation, while protecting the interests of consumers, public health and the environment.

Following review of the Bill, SAWIA has made a submission on behalf of members. Key points include:

- § The Bill appears to constitute a significant reform in the protection of consumers and suppliers of water in a changed market environment where there are increasing numbers of private businesses providing water
- § Potential impacts, such as increased costs for water, which might be felt by individual businesses in the wine sector remain uncertain until the Regulations become available
- § The Bill provides that water suppliers must be licensed, and SAWIA has identified that some wine companies who supply treated waste water to a third party may also need to be licensed – this is a concern to SAWIA (and may be an unintended consequence) and is currently being reviewed by the Department.

SAWIA is pursuing further discussions with the Department for Water, to ensure wine industry views are understood and concerns addressed.

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

Carbon Farming Initiative

The Federal Department of Climate Change and Energy Efficiency has requested feedback on a consultation paper that outlines the proposed design of the Carbon Farming Initiative that would allow farming businesses to gain credit for certain carbon reduction initiatives, such as tree planting and soil amelioration. SAWIA has made a submission on behalf of members, including the following key points:

- § The scheme appears to offer some opportunities for the grape and wine industry to gain credit for carbon-abatement activities that are currently not recognised under international protocols
- § The proposed scheme appears quite complex, which could limit participation and/or result in higher operational costs due to the need for external consultants and experts
- § The proposed condition for eligible carbon abatement activities of “permanence” for 100 years may restrict the range of opportunities for carbon credits that might otherwise be available to the grape and wine industry.

SAWIA is seeking further consultation on a number of these matters. For more information, SAWIA members should contact Mark Gishen on 8222 9278 or mark@winesa.asn.au.

Amending the Natural Resources Management Plan

The Adelaide and Mount Lofty Ranges Natural Resources Management Board is undertaking an annual review of its business plan as required by the *Natural Resources Management Act 2004*.

SAWIA has already submitted comment to the Board on the Concept Statement for amending the Plan, and will be very interested in the amendments proposed by the Board.

For more information, click [here](#) or contact Mark Gishen on 8222 9278 or mark@winesa.asn.au.

SALES MARKETING & PROMOTION

Consumer website goes live

Wine Australia's new consumer website is now live at www.apluswines.com. According to Wine Australia, it is the second phase of a strategy to communicate directly with consumers and incorporates a range of social media tools, including Twitter feeds from wineries, access to Facebook and blogs.

More than 270 "stories" also have been uploaded by wineries to promote the characters and places that have given the Australian community its distinctive personality. To add your story, click [here](#).

For further information or to provide feedback contact Stacey Packer of Wine Australia at stacey.packer@wineaustralia.com.

Wine Marketing Australasia Conference

Tonkin's 3rd Annual Wine Marketing Australasia Conference is scheduled for 27-28 June in Sydney and 30 June – 1 July in Adelaide. The Conference will address issues pertaining to changes in wine marketing strategies, including:

- § How online retail has changed the face of wine sales in Australia
- § Exploiting social networks to enhance wine marketing plans
- § Building successful online shopping systems
- § Identifying avenues to penetrate global Western markets
- § Branding for success – Building a brand for Australian wine internationally.

Wine producers, marketers and sellers will gain valuable information about changes to wine marketing efforts, especially the move from brick-and-mortar operations to online operations. The Conference also aims to help you make free social media work for your business.

For more information, including pricing, click [here](#). Note that early bird registration has been extended to 18 March for SAWIA members, with savings of more than \$600!

For more information, email eureka@tonkincorporation.com or phone (02) 9224 6060.

Tourism Quality Project Grants

Applications for Tourism Quality Projects are now open. The grants, funded by the Australian Government, will be awarded to fund projects which are innovative and refresh, upgrade or develop tourism products and experiences to support the Australian tourism industry to meet its potential and complement tourism marketing efforts.

A total of \$40 million is available over four years, with grants between \$15,000 and \$100,000 available for the following types of tourism projects:

- § Implementation projects such as innovative tourism product, service or experience refreshment or upgrade
- § Initiation projects such as feasibility studies
- § Projects which support the industry's capacity to be innovative and productive, or that offer leadership to the industry.

Grant applications are due by 15 April. For more information, including the full list of last year's successful applicants, click [here](#) or phone 13 28 46.

Top Wine China



Top Wine China is being held in Beijing from 24-26 May 2011, with approximately 10,000 qualified trade buyers and professionals from around China expected to attend this trade only event.

At the event, Winestate Magazine will be conducting a series of Australian Master Classes with a focus on South Australian regions, and promoting the different wineries in attendance. Winestate will then be facilitating personal introductions between the buyers and Australian wineries. The initial master classes are sold out, and Winestate is seeking to schedule additional classes.

Winestate has been appointed as the official agent for wineries exhibiting at Top Wine China 2011. To maximize sales opportunities, there will be only 10 winery displays from Australia. Cost of exhibition is approximately \$4,000, and participating wineries receive a (display) advertising credit of AUD\$2,500 to be used in any issue of Winestate Magazine.

Wineries wanting to exhibit or obtain more information should contact Peter Jackson of Winestate on 0457 834 880.

Trade publication opportunity

Recently, members were advised of an opportunity to submit wines for tasting by a trade publication with distribution in the USA, UK/Europe and Asia.

This type of opportunity can arise at short notice, and SAWIA members are encouraged to ensure that appropriate people in your organisation receive this information. To add someone to our database, SAWIA members should contact Olivia Bristow on 8222 9277 or olivia@winesa.asn.au.

International Beverage Exposition and Competition



The International Beverage Exposition and Competition will take place in Shenzhen, China from 14-16 July 2011. This follows on from the 2010 event attended by more than ten thousand people representing restaurants and beverage distribution entities throughout China.

A city of migrants, Shenzhen is considered open-minded, tolerant and innovative – a good place to develop new business. Click [here](#) for more information or email info@ib-ec.com.

Interfood China 2011

Interfood China is scheduled for 2-4 June 2011 in Guangzhou, with 15,000 professional buyers expected to attend.

For more information, click [here](#) or email info@interfoodchina.com.

EMDG payment update



The federal government has announced second tranche payments for the 2010 Export Market Development Grant (EMDG) payments. According to Export Solutions (SAWIA Sponsor) the estimated second tranche payment to be paid in June will be in the range of 45 to 65 cents on the dollar – in line with expectations but still disappointing.

By way of background, businesses with a grant entitlement greater than \$27,500 for 2010 are paid via a split payment system which reflects the EMDG money being capped at \$150M for the year. This means that if you were to get a \$100K grant payment your total payment will likely be reduced to the mid \$60k's.

SAWIA members may recall that the Labor Government reduced the available funds from recent years (a decrease of \$50M from \$200M) refusing to match the Coalition's election promise. Export Solutions, supported by SAWIA, had conducted an extensive lobbying campaign to improve EMDG funding – but unfortunately only the Coalition agreed to adequately fund the program. Needless to say, this lobbying effort will continue.

Looking forward, the 2011 year grants paid in 2012 will likely be paid in full. This is due to a range of factors including changes in eligibility of the scheme, high exchange rate, lingering effects of the GFC and recent political unrest and natural disasters reducing demand for EMDG funds.

For more information, contact Stuart Mitchell of Export Solutions on 8363 7277 or stuart@exportsolutions.com.au.

OTHER

South Australian nomination – Cook for your Career



Budding chef Matt Ibbett from Blackwood is South Australia's representative in HOSTPLUS' *Cook For Your Career*, a national cooking competition. If he wins the competition, Matt will gain a training apprenticeship at renowned South Australian restaurant Assaggio, working under award-winning chef Camillo Crugnale.

Matt will face off against representatives from around the country, with each state and territory finalist required to upload a two minute video of their quality cooking skills on to [Facebook](https://www.facebook.com) and campaign for public votes, by having people "like" their video.

The top two state and territory finalists with the most votes will be flown to Melbourne to compete in a Grand Finale Cook-off in front of a live audience at HOSTPLUS Foodie Films Stage at the Melbourne Food and Wine Festival.

As the national superannuation fund for the hospitality, tourism, recreation and sports industries, HOSTPLUS (SAWIA's Wine Industry Partner) launched *Cook For Your Career* as an innovative and creative way to help tackle the skills shortage, ensure the long-term growth of the industry and nurture the next generation of quality chefs.

New Compliance Guide

Wine Australia has published a 31-page Compliance Guide that includes an overview of legislative changes to the Wine Australia Corporation Act and general compliance requirements. The Guide

covers topics such as the Label Integrity Program, winemaking, wine labelling, exporting, levies and fees, and shipping and logistics.

Click [here](#) to download your copy.

Australian Bureau of Statistics releases update

The Australian Bureau of Statistics has released the 28-page Australian Wine and Grape Industry statistics for 2010. The report shows total grape crush for 2009/10 of 1.6 million tonnes, area of bearing vines of 152,000 hectares, and inventories of 1.7 billion litres.

South Australia accounted for 43% of the national wine grape crush, and the 13 largest winemakers crushed 72% of the national total.

Click [here](#) for the full report.

Foodpro 2011

The largest show of its kind in Australasia, Foodpro 2011 will showcase a comprehensive display of innovative food and beverage processing developments and technologies including processing machinery, services, micro-biology and testing equipment, packaging, handling, storage, hygiene, water and waste.

Foodpro 2011 will fill five large halls at the Sydney Convention & Exhibition Centre in Darling Harbour, from 10-13 July. It caters for a range of industries, including the wine industry.

Visitor attendance is free for those who pre-register. Visit www.foodproexh.com to register or obtain more information.

Dates for your diary

2011

- § 10-13 March, [Taste of Sydney](#), Sydney
- § 13-16 March, [International Food & Drink Exhibition](#), London
- § 17-18 March, [Drink World Congress](#) (Americas), New York
- § 6-8 Apr, [Wine & Gourmet Japan](#), (Tokyo) Japan
- § 6-9 April, [Food & Hotel Indonesia](#), Jakarta
- § 7-11 April, [Vinitaly](#), Verona
- § 17-19 April, [Wine China Exhibition](#), Beijing
- § 26-29 April, [Seoul Food & Hotel](#), Seoul
- § 11-14 May, [HOFEX](#), Hong Kong
- § 24-26 May, [Top Wine China](#), Beijing
- § 25-29 May, Thaifex – [World of Food Asia](#), Bangkok
- § 1-3 Jun, [Shanghai International Wine Trade Fair](#), China
- § 2-4 June, [Interfood China](#), Guangzhou
- § 9-10 June, [Drink World Congress](#) (CIS), Moscow
- § 27-28 June, [3rd Annual Wine Marketing Australasia Conference](#), Sydney
- § 30 June – 1 July, [3rd Annual Wine Marketing Australasia Conference](#), Adelaide
- § 10-13 July, [Foodpro 2011](#), Sydney
- § 14-16 July, [International Beverage Exposition and Competition](#), (Shenzhen) China
- § 19-20 Oct, Australian Wine Industry Environment Conference, Adelaide
- § 7-9 Nov, [CarbonExpo Australasia 2011](#), Melbourne
- § 10-12 Nov, [Wine & Gourmet Asia](#), (Macau) China

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