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Message from the Chief Executive




The Australia Day Honours announced on 26 January 2011 saw SAWIA's immediate past President, John Angove, AM receive recognition for outstanding service to the Australian wine industry, the promotion of the wine export market, professional development and research, and to a range of arts, conservation and charitable organisations. John becomes a Member of the Order of Australia. On behalf of SAWIA members and staff, congratulations John on a well deserved recognition of your service!

The State Government has announced Ministerial portfolio changes and those impacting on the wine industry include regional development going to the Hon. Gail Gago, Urban Development, Planning and Food Marketing going to the new Deputy Premier the Hon. John Rau and Industrial Relations to the new leader in the Legislative Council the Hon. Bernie Finnigan. With SAWIA having recently been exploring opportunities for the South Australian wine and food industries to work more closely together, the move of food to a different Minister will require the investment of time and effort to build new relationships.

SAWIA welcomes the recent announcement by the Premier 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. This is a step in the right direction towards SAWIA's goal of protecting all winegrape growing regions around the state. Refer to the article below (under *Industry and Government*) for more information.

At the last state election, Premier Mike Rann made a number of pledges, including the provision of funding, to help the South Australian wine industry develop new and existing wine market opportunities. Since that time, SAWIA has been working with the State Government to develop specific projects that will tackle these objectives over the next few years. Following an extensive consultation and investigation process, a range of projects have now been put forward. We are presently awaiting confirmation from the Government that funding for these project proposals has been approved, and we look forward to launching these projects that will help drive the South Australian industry forward.

Vintage has started in some regions of South Australia, while in other places it seems a little late this year or as one wine identity told me "probably just back to normal this year". Certainly the wet lead up to the vintage period will make for a challenging vintage, however we are hearing reports of fruit that will be ideal for top quality wine production. We all look forward to the tastes that 2011 will bring.



Brian Smedley

FEATURE ARTICLES

Participate in the Wine Industry Salary & Benefits Survey 2011



SAWIA's 12th annual *Wine Industry Salary & Benefits Survey* is now underway, and will provide valuable information on a national and state level about practices and trends in the wine industry. 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.

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.

The survey is being taken as a "snap shot" of information applying as at 30 April 2011. Survey and position description forms will be available from 14 March 2011, and need to be returned by 9 May 2011.

Survey participants receive a substantial discount on the cost of the final survey. You can order your copy [now](#) of the 2011 Salary Survey for delivery on 6 June 2011. If you wish to participate in the survey or need more information please contact Michael Asmar on 8222 9270 or michael@winesa.asn.au.

South Australia's first state wine festival only two weeks away



South Australia's first state wine festival, the *Cellar Door Wine Festival – Adelaide* is an exciting new annual event, commencing 25-27 February 2011 at the Adelaide Convention Centre. The stellar line-up includes 100+ wineries from across the state, including internationally acclaimed wines and local hero award-winning legends.

The festival highlights include:

- § **Regional Wine and Food Trail** showcasing a "taste" of each region
- § **Top up your own cellar** with wine from more than 100 wineries including exciting show specials
- § **Master Classes** including *Iconic Wines, Bubbles Please, Organic and Biodynamic Wine, Wine and Cheese Tasting (SOLD OUT!)* and *SA's Regional Classics*
- § **A+ Australian Wine SA Varietal View** – a tasting area featuring grouped wine varietals from across the state
- § **Regional Farmers' Market** – regional tasting platters, barbeque plates and gourmet desserts!

SAWIA's National Wine Education & Training Centre was heavily involved in the inception and planning of this event, and of course for organising the master classes and wines. We are delighted that so many SAWIA members are participating.

To purchase tickets or obtain more information, click [here](#) or phone Ticketek on 132 849.

Wine industry rallies behind flood victims

South Australian wineries have joined wineries from around the country in an unprecedented show of generosity for victims of the recent floods. More than three hundred vineyards and wineries have donated over \$240,000 in exclusive wine, memberships, books and travel packages to the Australian Wine Trade Flood Relief Raffle – which is aiming to raise one million dollars for flood victims in Queensland and Victoria.

Two hundred prizes are up for grabs – literally a who's who of the Australian wine industry. Prizes range from a weekend for 4 in the Barossa Valley, to a magnum of Penfolds Grange, and one must not forget the bottles of Seppeltsfield Para Vintage Tawny from every year of Queensland's

floods (1893, 1916, 1974 and 2011).

As noted by wine writer, Tyson Stelzer, the response from the wine industry has been stunning – incredible generosity has been shown, particularly given the difficult times facing the industry.

There are only 40,000 tickets available, with the winning tickets to be drawn on 11 March. To purchase raffle tickets (\$30) or obtain more information, visit www.winefloodrelief.com.au.

INDUSTRY & GOVERNMENT

Protection of winegrape growing areas

SAWIA is pleased with the recent announcement by the Premier 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. With the present serious concerns around the Seaford Heights and Mt Barker urban developments, SAWIA will be encouraging the Government to act quickly and decisively – not just in the Barossa Valley and McLaren Vale but elsewhere as well.

The issue of protecting winegrape growing areas from urban sprawl is very high on SAWIA's agenda. SAWIA has highlighted this issue at numerous past 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.

SAWIA will be seeking active involvement in the process of protecting regions as the Deputy Premier undertakes this responsibility on behalf of the Government.

While protecting the Barossa Valley and McLaren Vale is a step in the right direction, SAWIA will continue to push for protection of all our winegrape growing areas around the state. For more information, contact Brian Smedley on 8222 9277 or brian@winesa.asn.au.

Changes to Liquor Licence application procedures

The Office of the Liquor and Gambling Commissioner has issued a new "Practice Direction" for the lodgement of documentation to support applications made under the *Liquor Licensing Act 1997*. The objective is to improve current procedures, reduce any unnecessary red tape and to encourage applicants to have a better understanding of their obligations as a licensee.

The Practice Direction commenced 21 January 2011 for a trial period of three months. It impacts new licences, transfers or changes to existing licence arrangements.

SAWIA has been actively pursuing a reduction in red tape for a considerable period of time, and is pleased with this initiative that should reduce red tape while streamlining the licensing process and encouraging compliance with licence obligations.

Details of the changes were emailed to members during January, and are available from the news section of the Liquor Licensing page in the members' area of SAWIA's [website](#). Alternatively, SAWIA members can contact Olivia Bristow on 8222 9277 or olivia@winesa.asn.au.

EMPLOYEE RELATIONS & OHSW

Paid Parental Leave Scheme

Australia's Paid Parental Leave Scheme commenced on 1 January 2011, however SAWIA members need to be aware that participation by employers is voluntary until 30 June 2011. The Family Assistance Office will make payments to those eligible employees whose employer does not elect to voluntarily make payments prior to 30 June 2011.

SAWIA recently issued a detailed Notice to Members setting out key information and tips to help wine industry employers understand and satisfy the new requirements. The Notice to Members, which is available from the Noticeboard of the Employee Relations page of SAWIA's [website](#) answers questions such as:

- § How does the process work?
- § What are the banking requirements?
- § What financial records need to be maintained?
- § How does this impact payroll tax and superannuation?
- § What about leave entitlements?

Employers need to ensure payroll systems are updated prior to 1 July 2011, when employer administration of the scheme becomes compulsory.

Currently before parliament is a *Paid Parental Leave (Reduction of Compliance Burden for Employers) Amendment Bill 2010*. Introduced by the opposition the Bill requires all payments for paid parental leave to be paid by the Family Assistance Office. The outcome of this Bill will be known after Parliament resumes.

SAWIA will be conducting seminars on Paid Parental Leave during May 2011, so watch for detailed information about times and locations. In the meantime, SAWIA members are welcome to contact Trevor Stutley on 8222 9212 or trevor@winesa.asn.au with any queries.

Information sessions – Have your say on the Model Work Health and Safety laws

The laws that govern work health and safety (WHS) in South Australia are changing, and this is your chance to help shape the draft Model WHS regulations and codes of practice – before they become law in 2012.

SAWIA has joined with SafeWork SA and a number of industry associations to offer two free information sessions that will provide attendees with an overview of the Reform Agenda and explain how to contribute to joint submissions via the public consultation process. The 90-minute sessions are being held as follows:

Date: Tuesday 22 February 2011

Session times: 8am and 10am

Venue: Bragg Lecture Theatre, University of Adelaide, North Adelaide

By attending these sessions you can be a part of the state wide effort to ensure a smooth transition to the new arrangements for South Australian workplaces. Places are limited, so contact Egon Schwidder on 8222 9273 or egon@winesa.asn.au to book your place.

Call for submissions – Annual Wage Review 2010 / 2011

Fair Work Australia has invited written submissions from interested groups and individuals in the lead-up to its Annual Wage Review 2010 / 2011. SAWIA is preparing a submission on behalf of members to ensure that Fair Work Australia fully understands the many challenges facing our

industry. This includes the impact of a 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 and the level of employment.

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 11 March 2011.

Employer Payments Scheme (Levy) proposals – Workcover seeking feedback

Following on from a series of consultation workshops held in late 2010, Workcover has released [two discussion papers](#) exploring related approaches within a new employer payment system. These approaches include an Experience Rating System for medium and large employers and a *Retro-Paid Loss System* for large employers. The choice of system is important because it has the potential to significantly impact the Workcover levy paid by each employer.

Under an *Experience Rating System* the employer's levy is impacted by claim numbers and costs (for the business and the industry), which provides an incentive for employers to improve their claims experience through good OHS practices and injury and return to work management.

A *Retro-Paid Loss System* is a form of experience rating that calculates the employer levy in a manner that closely reflects the actual costs incurred by that employer. A *Retro-Paid Loss System* would only be available to large employers with demonstrated capacity and resources to manage the inherent risks of such a system.

WorkCover SA is now inviting written feedback on these papers by 15 March 2011. SAWIA is preparing a submission on behalf of members, through consultation with the association's OHS Committee. SAWIA members are welcome to raise any issues, or obtain more information, by contacting Trevor Stutley (8222 9212 or trevor@winesa.asn.au) before close of business on 4 March 2011.

Review of amendments to the Workers Rehabilitation & Compensation Act

In 2007 the Government of South Australia commissioned an independent review of the South Australian WorkCover Scheme, which led to a number of changes legislated by the *Workers Rehabilitation and Compensation Amendment Act 2008*. This Act includes a requirement for the Minister of Industrial Relations to initiate an independent review in 2011 that considers the impact of the 2008 changes. The Terms of Reference require the independent reviewer to assess the impact of the Act on:

- § Workers who have suffered compensable disabilities and been affected by the operation of the Act
- § Levies paid by employers
- § Sufficiency of the Compensation Fund to meet the liabilities of the WorkCover Corporation of South Australia.

The Government of South Australia has invited submissions to the review, and SAWIA (in consultation with the association's OHS Committee) will be preparing a submission on behalf of members.

SAWIA members are welcome to provide feedback or obtain further information by contacting Trevor Stutley (8222 9212 or trevor@winesa.asn.au) before 23 February 2011.

Child Employment Bill to be tabled in parliament

The South Australian Wine Industry Association (SAWIA) understands that the *Child Employment Bill 2011* will be tabled soon after parliament resumes in February 2011.

SAWIA made a number of submissions in relation to the Bill during the public consultation phase. Our position was that the Government should review the necessity to introduce the *Child Employment Bill 2011* because:

- § Sufficient legislation is already in place to effectively protect and govern the employment of young people – more red tape is simply not needed
- § The proposed Bill's terminology is very broad and potentially far reaching.

SAWIA remains dissatisfied because the majority of concerns raised in our submission have not been addressed. The Bill will potentially limit employment of young people, and a lack of Regulations and Codes of Practice make it difficult for employers to assess its application and impact. SAWIA intends to lobby parliamentarians on these concerns, with the aim of informing and influencing the upcoming debate in parliament.

For more information, contact Michael Asmar on 8222 9270 or michael@winesa.asn.au.

SUSTAINABILITY & WATER

Guide to the proposed Basin Plan – Update

As reported in detail in the association's December newsletter, SAWIA and the Wine Grape Council of SA recently lodged a joint submission regarding the Murray Darling Basin Authority's *Guide to the proposed Basin Plan*. The submission put forward strong arguments covering a wide range of important matters including the need for a "whole-of-basin" approach, the need for action to reverse the over allocation of water resources, assessment of the socio-economic impact of proposed reductions in water allocations, and appropriate recognition of past efficiency gains made by irrigators in the South Australian wine and grape industry.

Since the submission was lodged there have been major changes to the Murray Darling Basin Authority, including appointment of a new Chairman and Advisory Committee. SAWIA will continue to closely monitor developments to ensure members' interests are strongly represented throughout the process.

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

Energy Efficiency Program - Call for applications

Innovate SA is calling for applications for the BSA Energy Efficiency Program aimed at small-to-medium South Australian businesses committed to reducing energy usage and related costs.

The program is designed to encourage businesses to become more aware about how they use and manage energy within their organisation, and is supported by a \$300,000 commitment over three years by the South Australian Government. The program will enable a company to engage an accredited energy auditor to conduct an energy assessment of their South Australian operation. Participating companies will obtain a detailed energy audit report with the following information:

- § An energy and greenhouse gas emissions profile including the identification of carbon

- § risk and liabilities in line with the relevant reporting standards
- § Advice on capturing and analysing performance data from energy systems
- § Identification of energy efficiency opportunities within the company's operations
- § Cost-benefit analysis of identified improvements
- § A strategic action plan to implement recommended improvements.

Successful applicants will receive 75% of the costs of their energy assessment, up to \$10,000 (excluding GST).

Round 1 is open until 18 February 2011. To apply or obtain more information, click [here](#) or contact Mark Gishen on 8222 9278 or mark@winesa.asn.au.

Wine Industry Environment Conference & Exhibition – Advance notice

Put 19 & 20 October 2011 in your diary now for the 6th Australian Wine Industry Environment Conference & Exhibition in Adelaide!

Planning is well underway for the event, which will build upon the solid foundation and excellent reputation established by earlier conferences.

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

SALES MARKETING & PROMOTION

Export Opportunity to China



Details of a Chinese export opportunity were circulated to SAWIA members during January. Not surprisingly there was strong interest from SAWIA members, and company information (including contact details) has been forwarded to the distributor for progressing.

SAWIA is keen to help members tap into this strongly growing market by taking advantage of genuine opportunities when they arise. As the peak body representing the wine industry in South Australia, SAWIA often gets contacted by persons seeking to establish a connection with SA wine companies to market our wines abroad.

If there is someone in your organisation that should receive notifications directly from SAWIA about future export opportunities (and is not currently in our database), please advise Olivia Bristow on 8222 9277 or olivia@winesa.asn.au.

Wine Export Report

Wine Australia has released the December 2010 Wine Export Approval Report which shows that the volume of Australian wine exports increased 2% to reach 781 million litres in the 2010 calendar year. The volume growth was driven by bulk wine export growth, which offset a smaller decline in bottled exports. Total exports were valued at \$2.1 billion, reflecting a 9% decrease in value from 2009.

Australia's top five export markets were unchanged from 2009 – UK (4% increase to 272 million litres), US (15% decrease to 206 million litres), Canada (up 19% to 56 million litres), China

(36% increase to 55 million litres) and Germany (up 22% to 36 million litres).

Encouragingly, an improvement in the average value of bottled exports has been recorded for each of the past six months.

Click here to view the [Report](#).

New Zealand Magazine – Aromatics and Chardonnay wanted

A wine-dedicated retail magazine in New Zealand is inviting SAWIA members to submit wines for two separate wine tastings. The first will be a tasting of Aromatics (Riesling, Gewurtztraminer, Viognier, Arneis etc...), which will look at each variety separately before choosing overall outstanding wines. Chardonnay will be the focus of the second tasting, following on from early indications that it is coming back in to favour.

The deadline for entries is 3 March, with the results published in the Autumn edition of the magazine. All wines entered will receive a label shot in the text plus a short write up. Those wines selected for the "Shortlist" or "Outstanding" get full bottle shots and extended write-up.

The magazine has a circulation of approximately 10,000 via newsagent/retail and owner operated independent wine outlets, with a total readership in excess of 30,000. The average reader buys wine at \$18 – \$30, and occasionally more expensive wines.

There is a charge of NZD115 per wine entered. For more information, SAWIA members can contact Olivia Bristow on 8222 9277 or olivia@winesa.asn.au.

Wine & Gourmet Japan

Wine & Gourmet Japan is scheduled for 6-8 April 2011 in Tokyo. Held in conjunction with four other food and beverage related exhibitions, the 2010 event attracted more than 60,000 trade buyers and industry professionals. The event focus is on the high-end food and beverage and hospitality market.

For more information, click [here](#).

HOFEX



HOFEX, a 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.

Shanghai International Wine Trade Fair

The 6th Shanghai International Wine Trade Fair will be held from 1-3 June 2011. Attendees are expected to include tens of thousands of domestic wine distributors, wholesalers and retailers, plus high-end hotels, restaurants, hypermarkets, duty free shops and other outlets.

For more information click [here](#) or email Yang Peng at winefairs@yahoo.com.cn.

OTHER

Australia's top chefs want you to Cook For Your Career



HOSTPLUS, SAWIA's wine industry partner, is giving you the opportunity to win a full chef training apprenticeship in one of Australia's leading restaurants and work with the country's top chefs, with the launch of Cook For Your Career (C4YC).

C4YC is a national cooking competition offering people from all backgrounds and of working age the opportunity to realise their dream of becoming a professional chef – with the finalists battling it out in a grand final cook-off on the HOSTPLUS Foodie Films stage at the Melbourne Food & Wine Festival, Friday 11 March.

For your chance to mix with the best of Australia's restaurant industry and win a full training apprenticeship with one of the chefs above, visit www.cookforyourcareer.com.au. The deadline for entries has been extended to 12pm on 18 February 2011.

Downy, Powdery, Botrytis and other rots – New fact sheets

The Grape and Wine Research and Development Corporation (GWRDC) has released four new illustrated fact sheets providing information on how to prevent and manage disease threats from downy mildew, powdery mildew, botrytis and other bunch rots. The Fact Sheets were released in response to the recent unseasonably wet weather in many grapegrowing regions.

The fact sheets are available from the GWRDC website [here](#) and include photos to aid identification, while explaining how to manage and minimise the economic impact.

New diagnostic tools for smoke taint

In recent years a number of Australian producers have experienced the negative impact of smoke from bushfires on grapes and wine. The Australian Wine Research Institute (AWRI) is releasing two new diagnostic tools that will assist grapegrowers and winemakers make objective decisions in the event of a bushfire, or drifting smoke from prescribed burns.

The new tools are the result of recent research at the AWRI on samples of grapes and wine affected by bushfires, resulting in greatly improved methods for determining the extent to which grapes are affected by smoke exposure.

For more information, contact the AWRI on 8303 6600 or commercialservices@awri.com.au.

Updated Label Integrity Program Guide for Grapegrowers

In response to feedback from growers, Wine Australia has released an updated version of the Label Integrity Program (LIP) Guide for Grapegrowers. The updated version clearly outlines grape grower obligations with respect to the written records that must be kept for each transaction where a grower supplies grapes to another person.

The new Guide is available [here](#). Any queries can be directed to Steve Guy (Wine Australia General Manager Compliance) on 8228 2051 or steve.guy@wineaustralia.com.

2011 Lorenzo Galli Wine Scholarship

A second year University of Adelaide viticulture and oenology student, Brendan Carter, has won the Lorenzo Galli Wine Scholarship, and with it a \$10,000 trip to Italy to explore its wine regions and key producers.

The duce of the 2011 Lorenzo Galli Wine Scholarship was announced after two days of intensive masterclasses exploring benchmark Italian varietal producers. Now in its third year, the Scholarship celebrates the diversity and richness of Italy's wine and history while showcasing the latest trends in Australia with its interpretations of Italian varietals.

To lodge an interest in the 2012 programme, visit www.winescholarship.com.au.

Dates for your diary

2011

- § 25-27 February, [Cellar Door Wine Festival – Adelaide](#)
- § 25-27 February, [Taverns of the World](#), Sydney
- § 27 Feb – 2 March, [Gulfood](#), Dubai
- § 28 Feb – 2 March, [ScotHot](#), Glasgow
- § 1-4 March, [Foodex Japan](#), Chiba
- § 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
- § 25-29 May, Thaifex – [World of Food Asia](#), Bangkok
- § 1-3 Jun, [Shanghai International Wine Trade Fair](#), China
- § 9-10 June, [Drink World Congress](#) (CIS), Moscow
- § 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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