

The header features a dark blue background with a photograph of green grape leaves on the right side. The text 'SOUTH AUSTRALIAN WINE INDUSTRY ASSOCIATION INCORPORATED' is written in a bold, yellow, sans-serif font. Below it, the word 'Newsletter' is written in a large, light blue, sans-serif font.

**SOUTH AUSTRALIAN WINE INDUSTRY
ASSOCIATION INCORPORATED**

Newsletter

22 October 2010

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Message from the Chief Executive

Members have answered SAWIA's call regarding the impact of the State Government's budget announcement that it intends to reduce the cap (from \$521,000 to \$50,000) on the State cellar door subsidy scheme commencing 1 July 2011. The State Government's proposal would directly impact the South Australian wine industry by at least \$1.7M if it was implemented this year. That is a significant sum by any calculation, with a serious impact for many businesses including affecting proposals for future site development, future growth, employment levels (current and future), cash flow pressures, reduced profitability, business viability, regional communities and wine tourism.

Legislation to effect this proposal is proceeding through the Parliament and was introduced into the Legislative Council last week for debate commencing 26 October. SAWIA has ensured that the Treasurer understands the impact on our industry which is already facing major challenges, and has encouraged the State Government to have a complete rethink. SAWIA will now be engaging with members of the Legislative Council. SAWIA thanks the House of Assembly MP's who have supported the industry by speaking out against the proposal. SAWIA members are encouraged to contact your local MP – and drive active support for our industry!

The South Australian Wine Industry Council met on 27 September with a new smaller membership enabling more robust discussion of the issues – including promotion and protection of land used for primary industry, road signage in wine regions, liquor licensing review, cellar door sales subsidy change and wind farm developments in wine regions to name just a few. Follow-on work has been assigned and will continue out of session. SAWIA members wanting issues to be raised at future meetings should contact me at least a few weeks prior to a meeting. 13 December is the date of the next meeting.

The Murray Darling Basin Authority has now released its **Guide to the proposed Basin Plan**. Clearly this major proposal for change lacks information about the social and economic effects of the proposed reductions in consumptive water on primary production, industry, towns and communities. The release of the Guide has generated serious concern about the lack of certainty for the future – clearly more information is needed and it is important that the industry is well informed. Four meetings are scheduled as part of the consultation process, with two already held and Adelaide (25 October) and Murray Bridge (26 October) to come. SAWIA members are strongly encouraged to attend these sessions.



Brian Smedley

FEATURE ARTICLES

Business Success is no Accident - Register now for SAWIA's Annual OHSW Seminar!

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

The must attend event for those people in the industry with OHSW responsibilities, SAWIA's annual Occupational Health and Safety Seminar, will be held in the Barossa (17 November) and Limestone Coast (23 November).

The full day seminar will focus on the key OHSW issues for the wine industry, including:

- § Law and OHS Culture - Help or Handbrake?
- § Planning for Safety – How and why you need to develop a safety culture of excellence
- § New First Aid Code of Practice – Are you ready?
- § Workers Compensation – data analysis and strategies to address “emerging trends”
- § Changes to licensing for High Risk Work (including the new forklift driving “ticket” – what you need to know!)
- § Being “Serious” about safe business
- § What the new national Work Health and Safety Laws mean to you
- § Plus a valuable opportunity to network with OHSW industry professionals.

The seminar is suitable for front line managers, supervisors, responsible officers, owner / operators, and anyone responsible for OHSW or Workers' Compensation.

Places are strictly limited, so book online [now](#), or complete and return the registration [form](#). For more information, contact Egon Schwidder on 8222 9273 or egon@winesa.asn.au.

Guide to the proposed Basin Plan

As noted in the Message from the Chief Executive, the Murray Darling Basin Authority has now released its 260 page *Guide to the proposed Basin Plan* – the first part of a three-stage process consisting of the Guide, the proposed Basin Plan and the Basin Plan. The Guide recommends significant cuts of between 3000 and 4000 GL (22% to 29%) per year from irrigation diversions in the Basin in order to meet environmental objectives.

Four meetings are scheduled in South Australia as part of the consultation process, with the two already held highlighting a raft of key issues concerned with the consultation process, social and economic considerations (or lack thereof!) addressed by the report, water planning and policy, water buy back, environment, and the quality of scientific material and available information.

In response to intense criticism, the Murray-Darling Basin Authority has already announced that it will commission an expanded detailed social and economic study into the likely social and economic impacts of the proposed Basin Plan on local communities.

The two remaining meetings are scheduled for Adelaide (National Wine Centre, 2-5pm, 25 October) and Murray Bridge (Murray Bridge Race Course, 10am-1pm, 26 October). Members are strongly encouraged to attend these sessions – please rsvp on 1800 230 067.

For a copy of the guide, community feedback, and other information, visit www.mdba.gov.au.

SAWIA will be preparing a submission to the Murray Darling Basin Authority, and members are welcome to submit comments to Mark Gishen on 8222 9278 or mark@winesa.asn.au.

Somerled Wines opens cellar door in Hahndorf



Somerled Wines opened a new cellar door in Hahndorf's main street on 29 August – the culmination of 10 years of passion and hard work to conceive and grow a small but successful family wine business.

Somerled started with just one wine – the 2001 Somerled McLaren Vale Shiraz. After some encouraging early success, an Adelaide Hills chardonnay was added to the line-up of wine in 2006, and from there it has grown to include sauvignon blanc, a sparkling pinot noir, and a cabernet sauvignon – all from the Adelaide Hills.

While sales started off as quite modest, there has been a steady increase particularly through an agent in Melbourne. More recently, there has been good success exporting wine to Hong Kong, and over the past year some excellent sales to China.

While Somerled may not yet be the best known wine in the Adelaide Hills, wine buffs will be interested to know that Rob Moody (winemaker) joined Penfolds in 1969, having been interviewed and then employed by the great Max Schubert of Grange Hermitage fame. Rob is also fortunate to have worked closely with many of the great Penfolds winemakers of the time – names like Ray Beckwith and John Duval, while being deeply involved with many of the greatest Penfolds wines.

For more information visit the Somerled [website](#), phone 8339 2617, or visit the new cellar door to enjoy a glass of wine and a Spanish platter in the sunny courtyard.

Doug Balnaves – New Patron of Coonawarra



A 40-year commitment to promoting Coonawarra and viticulture has seen long-time SAWIA member, vigneron Doug Balnaves, bestowed with the prestigious title Patron of Coonawarra. The award was announced at the weekend's Coonawarra Cabernet Celebrations which were held in conjunction with the canonisation of Australia's first Catholic saint, Mary MacKillop, attracting thousands of visitors to Penola and Coonawarra.

Please join SAWIA in congratulating Doug, who has greatly contributed to the success and character of the wine industry in the Coonawarra, while being an active ambassador on the state and national scene (including being a past member of SAWIA's Executive Committee). Not bad considering that, at the same time, Doug has turned his family-owned business into the multi award-winning 5 star winery Balnaves of Coonawarra.

INDUSTRY & GOVERNMENT

South Australian Cellar Door Subsidy Scheme

The Message from the Chief Executive (*refer above*) includes an update on the State Government's budget announcement that proposes to reduce the cap on the South Australian cellar door subsidy scheme for producers. This State subsidy only applies to those producers who have received the maximum Commonwealth rebate of \$500,000 in a financial year – basically operating as an extension of the Commonwealth rebate.

A number of members have requested further information about the existing scheme, and a concise summary is available from the Noticeboard of the Members' Home Page of SAWIA's [website](#).

SAWIA members can also contact Brian Smedley on 8222 9277 or brian@winesa.asn.au for more information.

EMPLOYEE RELATIONS & OHSW

Notice of Termination of Employment by an employee

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

The National Employment Standards (NES) clearly define what minimum periods of notice an employer must give to an employee whose employment is being terminated (for reasons other than serious misconduct). If the employer does not want the employee to work out all or part of the notice period, the employer must pay the employee in lieu of the period of notice not worked (an amount not less than the employee would have received to the end of the minimum notice period).

A similar situation arises when an employee resigns and gives their employer notice but the employer decides that, in the best interests of the business, the resigning employee should cease work before the nominated date of resignation. Again the employer must pay the employee in lieu of the period of notice not worked.

So what happens if an employee does not work the designated minimum period of notice that is required under their contract of employment, Award or Enterprise Agreement?

The NES does not specifically require the employee to give notice to their employer. However, the NES does state that a modern award or enterprise agreement may include terms specifying the period of notice an employee must give in order to terminate their employment.

For example, the *Wine Industry Award 2010* provides that the notice of termination required to be given by an employee is the same as that required of an employer (except that there is no requirement on the employee to give additional notice based on the age of the employee concerned). If an employee fails to give the required notice, the employer may withhold the amount the employee would have been paid for the period of notice not worked. A similar provision can be included in an enterprise agreement or contract of employment.

SAWIA members wanting more information should contact Egon Schwidder (8222 9273 or egon@winesa.asn.au).

Employers benefit by giving injured workers a second chance

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

Re-employment Incentive Scheme for Employers (RISE), is a recently improved WorkCover SA program that supports employers in helping injured workers return to meaningful employment by offering a significant financial benefit and support to employers.

The improved program, which came in to effect on 1 September 2010, provides the same overall financial benefit that it did in the past but the structure of the payments has been simplified to make the program clearer and more supportive for all parties. The wage subsidy offered to employers is now distributed evenly for up to 52 weeks instead of a scaled percentage reimbursement and retention bonus if employment extends beyond 12 months.

Under the improved RISE program, an employer may receive reimbursement of 40% of gross wages for up to the first 52 weeks plus access to support from a workplace rehabilitation provider. Payments to cover costs such as minor workplace modifications and equipment to assist the worker may also be available.

Employers can also be assured that in the unlikely event the worker aggravates their injury – if it is medically established that it is an aggravation – the cost of the claim will not be recorded against the employer.

All employers, including self-insurers, are eligible to participate in RISE, so long as they are paying required levies and can provide eligible full time, part time or casual work in a safe workplace.

More information about RISE is available from WorkCover's [website](#) or the RISE Coordinator on 13 18 55. SAWIA members are also welcome to contact Trevor Stutley on 8222 9212 or trevor@winesa.asn.au.

Update on the new national Model Work Health and Safety Laws

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

The Australian Government has identified work health and safety as a priority area for reform, with harmonisation (i.e., moving towards one set) of “national” work health and safety laws high on the agenda. Currently all states and territories are responsible for making and enforcing their own work health and safety laws, with important differences in the application and detail of the laws.

Safe Work Australia is responsible for developing model work health and safety laws, which will consist of the model WHS Act, supported by model WHS Regulations and model Codes of Practice

that can be readily adopted around Australia. This requires each state and territory to pass their own laws that mirror the model work health and safety laws and adopt them by December 2011.

As reported in past newsletters, SAWIA has been strongly representing members' interests in the process to date, including a key submission to SafeWork Australia on the model *Work Health and Safety Bill* in November 2009. This [Bill](#) was recently settled by the Commonwealth and State/Territory governments (except Western Australia which has noted objections to aspects of the Legislation) via the Workplace Relations Ministers' Council.

Safe Work Australia is now coordinating the development of model WHS Regulations and model Codes of Practice, which are expected to be available for public comment in late 2010. SAWIA will continue to closely monitor developments to ensure members' interests are protected.

SAWIA members wanting more information are strongly encouraged to attend SAWIA's upcoming OHS [seminars](#) in the Barossa (17 November) and Limestone Coast (23 November).

Wine Industry Award 2010 – Varied to include additional superannuation fund

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

On 5 October 2010 Fair Work Australia (FWA) varied the *Wine Industry Award 2010* to include the MTAA Superannuation Fund as an additional default fund under the Award. The variation was back dated to take effect from 1 January 2010.

The Australian Manufacturing Workers Union (AMWU) made an application to vary the Award because the MTAA Superannuation Fund is a default fund listed in the *General Stores, Warehousing and Distribution Award – State 2002*, an award-based transitional instrument with coverage in small parts of the Queensland wine industry.

SAWIA reviewed the AMWU application and confirmed that the Fund already applied to wine industry employers in Queensland. As a result, SAWIA advised FWA that we did not oppose the application to vary the Award.

SAWIA members should contact Michael Asmar (8222 9270 or michael@winesa.asn.au) with any questions.

Safe Work Week 2010

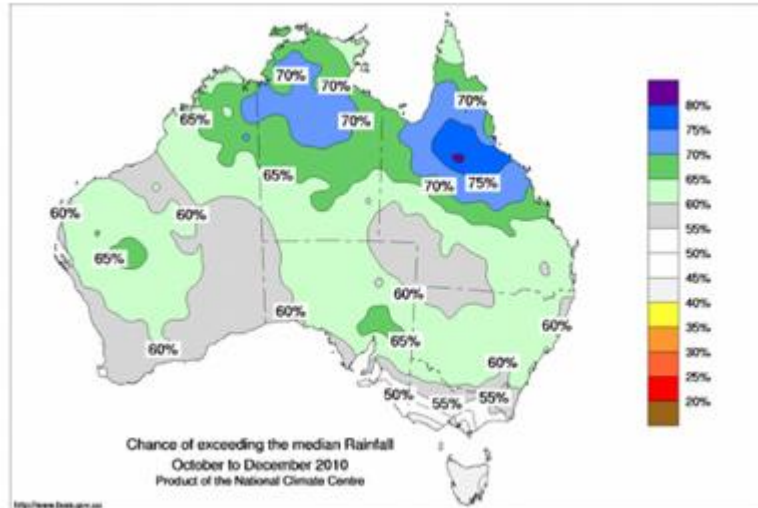
NB: The following article applies to all wine industry employers.

Safe Work Week 2010, which will be staged from 25 – 29 October 2010, offers employers and employees the opportunity to attend FREE workshops on a wide variety of workplace health and safety topics. To register or view the full 2010 programme, click [here](#).

SUSTAINABILITY & WATER

Weather and temperature outlook

According to the Bureau of Meteorology, the rainfall outlook for October-December is for wetter than average conditions over large parts of the continent. The chance of exceeding median rainfall is over 60% for most of Queensland, the Northern Territory, NSW and South Australia, as well as the Kimberley and western inland parts of WA. This increases to more than 70% for northern parts of both the NT and Queensland.



The outlook for maximum temperatures over the December quarter favours warm daytime and night time temperatures in southern NSW and South Australia as well as all of Victoria and Tasmania with cooler daytime temperatures in northeastern NSW. The chance that the average October to December maximum temperature will exceed the long-term median maximum temperature is above 60% for southern NSW and SA as well as all of Victoria and Tasmania. These odds increase to over 75% in southwest Victoria and southeast SA.

This outlook is the result of warm conditions in the Indian Ocean and cool conditions in the equatorial Pacific Ocean, both of which are associated with the current La Niña event. Click [here](#) for more detailed climate and temperature forecast information.

Energy Efficiency Workshops

An Energy Efficiency Opportunity (EEO) Workshop is being held on 22 November in Adelaide. The focus will be:

- § Learning how other companies have approached the EEO program at a practical level – including key successes and challenges
- § Sharing experiences and developing strategies
- § Including data and analysis and building management support for energy efficiency
- § The latest State and Federal Government policy initiatives and how they relate to the EEO program.

Click [here](#) to register or phone 1300 799 186 for more information.

SALES MARKETING & PROMOTION

Australia triumphs at International Wine and Spirit Competition

Australia has received more gold medals than any other country, including France, in the International Wine and Spirit Competition – the United Kingdom's most prestigious independent wine competition. Australia won 568 medals in the competition, including 27 gold (best in class) and six golds.

Visit www.iwsc.net for more information including competition results.

New Zealand Magazine – Sauvignon Blanc, Sparkling and Rose wanted

A wine-dedicated retail magazine in New Zealand is inviting SAWIA members to submit wines for tastings of Sauvignon Blanc, Sparkling and Rose wines, with the results to be published in December for the Xmas holiday season. 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.

For more information, SAWIA members should visit the Noticeboard of the SAWIA Export page in the members' area of SAWIA's [website](#). Note there is a charge of NZD115 per wine entered.

Seoul Food & Hotel



Seoul Food & Hotel, incorporating *Wine Korea*, is scheduled for 26-29 April 2011. As the world's 14th largest economy, and with wine consumption growing at a fast rate, Korea offers an exciting opportunity for Australian wine exporters.

Seoul Food & Hotel is Korea's largest international food and hospitality exhibition with companies from 34 countries, including 24 national pavilions, attracting over 42,500 visitors.

Austrade will be using the event to bring Korean and Australian companies closer together for mutual benefit. With 2011 marking the 50th anniversary of the establishment of formal diplomatic relations between Australia and the Republic Of Korea, a *Year of Friendship* will be celebrated including a range of cultural, business and other activities.

Click [here](#) for more information.

Premium Select Wine Challenge

Selection magazine is organising the international "Premium Select Wine Challenge", which is recognised by both German and EU legislators. Winners can advertise medal winning wines with a medal or bottle tag on the product.

Wines belonging to the best 30% in the competition will be published in the spring edition of *Selection 01/11* (on the occasion of ProWein), which has a target audience of more than 100,000 regular readers in Germany, Austria and Switzerland, including 3,000 traders.

Winners will also be announced at www.selection-online.com. For more information contact Michael Heintz on +49 (0) 6131 4845-22 or michael.heintz@konradin.de.

Ukraine – Wine & Winemaking 2011

The 11th International Exhibition Wine & Winemaking 2011 is being held 3-5 February in Odessa, Ukraine. This event will be accompanied by an international conference, plus wine tastings and presentations.

In 2010, more than 100 exhibitors presented their products and services to visitors from Ukraine, EU, CIS countries and the Americas.

For more information, visit www.wine-ukraine.com or contact Wellem Bougie on +49 2161 303 29 97 or info@wine-ukraine.com.

OTHER

Wine Industry Day 2010

The Institute of Chartered Accountants presents the 9th annual Wine Industry Day on 25 November 2010 in Adelaide. Featured presenters include Hon Michael O'Brien (Minister for Agriculture, Food & Fisheries), Brett McKinnon – (Managing Director, Orlando Wines) and Prof Mike Young (The Environmental Institute, University of Adelaide).

Topics include:

- § Navigating the financial crisis while growing market share and building a stronger brand
- § Sustainability management, reporting & risk management, policies & monitoring
- § Wine industry tax update
- § Working capital management.

To register or obtain more information, click [here](#).

Wine Retailing – The Great Debate

Wine Retailing – The Great Debate features David Dearie (MD Australia & New Zealand - Foster's Wine Group), Tony Leon (General Manager - Coles Liquor Group) and Max Allen (Wine Columnist) on 26 November in Adelaide.

AMCHAM is hosting this luncheon event which will tackle a range of questions including:

- § What impact are the big retailers having?
- § Is the future a tussle between corporatization and specialization?
- § How will SA's iconic boutique wine producers fare?

Click [here](#) to register or obtain more information.

SA Tourism Industry Conference

The South Australian Tourism Industry Council is holding its inaugural tourism conference *SA Tourism: Taking Charge of Change* on 18 November at the Adelaide Convention Centre. Conference sessions include:

- § National, state and local overview
- § Food and wine integration in your business
- § Using social and digital media
- § On line distribution – why and how
- § Leveraging from events.

To register or obtain more information click [here](#) or contact Deb Clarke on 8110 0128 or deb@satic.com.au.

New SACE gives students job-ready skills

More than 12,000 Year 12 students will soon be achieving their South Australian Certificate of Education (SACE), the final group of students to graduate with the current high school certificate.

Next year's Year 12s will be the first to undertake the new SACE, which includes several key changes:

- § Increased Vocational Education and Training (VET) options

- § Greater focus on literacy and numeracy standards
- § Two new subjects – the Personal Learning Plan and the Research Project.

The changes to the SACE have been designed to give students greater flexibility in pursuing a trade or other vocational program, as well as giving them a head-start on their future career. From 2011, students can complete their certificate with a comprehensive VET focus, paving a pathway for them into industry jobs, apprenticeships and traineeships, or further vocational study after high school.

The new SACE sets benchmarks for literacy and numeracy, including achieving a C- grade or higher in an English and mathematics subject or course in Year 11 to gain the new certificate.

More information is available [here](#).

Dates for your diary

2010

- § 25 Oct, [Guide to proposed Basin Plan meeting](#), Adelaide
- § 25-29 Oct, [Safe Work Week 2010](#), Adelaide
- § 25-26 Oct, [Restaurant](#), Sydney
- § 26 Oct, [Guide to proposed Basin Plan meeting](#), Murray Bridge
- § 28-30 Oct, [Wine and Gourmet Asia](#), Macau
- § 28-29 Oct 2010, [Wine for Asia](#), Singapore
- § 4-6 Nov, [Hong Kong International Wine and Spirits Fair](#), Hong Kong
- § 4-5 Nov, [Drink World Congress](#) (Europe), Milan
- § 5-7 Nov, [Good Food & Wine Show](#), Brisbane
- § 10-12 Nov, [FHC China 2010](#), Shanghai
- § 17 Nov, [Wine Industry OHS Seminar](#), Barossa
- § 18 Nov, [SA Tourism Industry Conference](#), Adelaide
- § 22 Nov, [Energy Efficiency Workshop](#), Adelaide,
- § 23 Nov, [Wine Industry OHS Seminar](#), Coonawarra
- § 23 Nov, [Contract Law for Non-Lawyers](#), Adelaide
- § 25 Nov, [Wine Industry Day 2010](#), Adelaide
- § 26 Nov, [Wine Retailing – The Great Debate](#), Adelaide
- § 30 Nov – 2 Dec, [Vinitech-Sifel](#), Bordeaux
- § 6-8 Dec, [Chemical Engineering Solutions – Sustainable Winemaking](#), Sydney
- § 6-8 Dec, [Vietnam Hotel Expo](#), Hanoi

2011

- § 16-23 January, [Tour Down Under](#)
- § 3-5 February, [Ukraine – Wine & Winemaking 2011](#), Odessa
- § 27-29 January, [TASTE India](#) (Food and Wine Expo), Mumbai
- § 25-27 February 2011, [Cellar Door Wine Festival – Adelaide](#)
- § 27 Feb – 2 March, [Gulfood](#), Dubai
- § 28 Feb – 2 March, [ScotHot](#), Glasgow
- § 1-4 March, [Foodex Japan](#), Chiba
- § 13-16 March, [International Food & Drink Exhibition](#), London
- § 17-18 March, [Drink World Congress](#) (Americas), New York
- § 6-9 April, [Food & Hotel Indonesia](#), Jakarta
- § 26-29 April, [Seoul Food & Hotel](#), Seoul
- § 11-14 May, [HOFEX](#), Hong Kong
- § 9-10 June, [Drink World Congress](#) (CIS), Moscow

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