



**SOUTH AUSTRALIAN WINE INDUSTRY
ASSOCIATION INCORPORATED**

Newsletter

28 September 2010

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Message from the Chief Executive

Congratulations to the new members of SAWIA's Executive Committee. Stuart McNab was elected for a second year as President with Helen Edwards elected as Vice President – refer to the article below for details of the full Committee. Thanks to all members and industry stakeholders who attended SAWIA's Annual General Meeting and annual lunch, making it an annual event of which we can all be proud.

SAWIA has expressed serious concern over the proposed changes to the Code of Practice under the *Liquor Licensing Act 1997*. Two years ago SAWIA successfully pushed through major changes to legislation which reduced red tape in the licensing area – and the State Government claimed savings of \$4m for the wine industry. The latest proposed changes would reverse these gains, imposing significantly increased costs and inefficiencies on the industry. Refer to the article below for details.

Last week's State Budget provided some bad news for South Australian wine producers that are eligible to claim the cellar door subsidy scheme, with a reduction in the cap from 1 July 2011. This will directly impact the level of business viability and profitability of many wine businesses. This is a baffling decision by Government when one considers the wine industry is a significant contributor to exports, an important regional employer and an iconic industry for South Australia. Cellar doors also provide an essential element in the tourism mix of regional visitation. The loss of income will impact business cash flow, and divert money from the ongoing and essential development of wine businesses. SAWIA members are urgently requested to email brian@winesa.asn.au with details of how this will impact your business. SAWIA will be pursuing this matter through the South Australian Wine Industry Council and other channels.

These two issues will have an impact on the wine industry which is already dealing with an oversupply of grapes and production, a rising Australian dollar, increased business costs from a range of other services such as water and trying to just survive with difficult trading conditions. The South Australian wine industry is a world leader, and we need government that backs us rather than undermines our success.



Brian Smedley

FEATURE ARTICLES

Annual General Meeting and Lunch



The Association held its Annual General Meeting on Friday 17 September, with a well attended luncheon following the meeting.

In his President's report, Stuart McNab reflected on the considerable achievements of SAWIA

over the three years in which John Angove had been President. Turning to the future, Stuart spoke of the 2010 vintage which is "showing great promise", and of the issues facing the wine industry including oversupply, water and taxation.

Approximately 100 members and guests attended the delightful lunch at the National Wine Centre, which featured a range of stunning wines kindly donated by SAWIA's members. The "buzz" of energy and excitement left no doubt that the lunch provided a great opportunity to network and catch up with friends and colleagues.

The guest speaker for this year was Ward Tilbrook, Chief Executive of the South Australian Tourism Industry Council. Ward gave an informative talk on wine tourism, including the opportunities and pitfalls for South Australian businesses.

SAWIA member Bruce McDougall of CMV Farms was the lucky winner of the signed Crows guernsey presented by Scott Vaughan of HostPLUS!

2010/2011 Executive

At the AGM, **Stuart McNab** (Treasury Wine Estates) was re-elected as President and **Helen Edwards** (The Lane Vineyard, Adelaide Hills Wine Region) was elected as Vice-President.

Other Executive Committee members for the upcoming year are:

- § **Marc Allgrove** (Chapel Hill Winery Pty Ltd, McLaren Vale Grape Wine & Tourism Assoc)
- § **Mark Ashenden** (Bremerton Wines, Langhorne Creek Wine Industry Council)
- § **Chris Brodie** (Wingara Wine Group, Coonawarra Vignerons Assoc)
- § **Ben Gibson** (Orlando Wines)
- § **Sam Holmes** (Henry Holmes Pty Ltd, Barossa Grape & Wine Assoc)
- § **Neil Jericho** (Taylors Wines Pty Ltd, Clare Valley Winemakers)
- § **Paul Kassebaum** (Constellation Wines Australia)
- § **Ivanka Moularadellis** (Kingston Estate Wines Pty Ltd, Riverland Wine Industry Development Council)
- § **Jason Spiteri** (Samuel Smith & Son Pty Ltd)
- § **Chris Zajac** (Tarac Technologies)
- § **Paul Zerella** (Project Wine).

The association would like to thank the four retiring members of the Executive Committee – John Angove (Angove's Pty Ltd), Bruce McDougall (CMV Farms), Brett McKinnon (Orlando Wines) and Anne McLennan (Cleggett Wines), each of whom has made an outstanding contribution to the South Australian wine industry.

SAWIA's Annual Report has been sent to each member. We encourage members to take the time to read the report which highlights the key activities of your association over the year.

SAWIA's Annual Wine Industry OHS Seminar – November 2010

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

The must attend event for those people in the wine industry with OHS responsibilities, SAWIA's annual *Occupational Health and Safety Seminar*, will be held in the Barossa (17 November) and Coonawarra (23 November) – so put those dates in your diary now!

The full day seminar will focus on the key topical OHS issues of importance to the wine industry including:

- § Proposed changes to National OHS Laws and legislation in SA
- § New First Aid Code of Practice
- § Return to work strategies
- § Ways of managing the most common injuries experienced in our industry.

Full details and registration information will be available shortly. In the interim, queries can be directed to Egon Schwidder on 8222 9273 or egon@winesa.asn.au.

South Australia dominates Langtons classification of Australian wine

South Australia dominates the newly released Langton's *Classification of Australian Wine V*, with 55% (68 of 123) of the wines from our state! This outstanding result was achieved in conjunction with 33 new listings from around the country – indicating rising auction demand and increasing quality across the industry.

Compiled using secondary wine market data, Langton's *Classification of Australian Wine V* reveals increasing depth and momentum of ultra-fine Australian wine, including 58 shiraz/blends, 40 cabernet/blends, 10 pinot noirs and 15 white wines.

Langton's Classification was first released in 1990, and is arguably now the most famous wine classification outside Europe. The Classification comprises four rankings (Exceptional, Outstanding, Excellent and Distinguished) and for a wine to achieve a listing it must have traction on the secondary wine market. Auction prices, track record and volume of demand are all considered.

For the full wine classification listing, visit the Noticeboard of the Members' Home Page of SAWIA's [website](#).

2010 Utilisation and Prices Survey now available

The [2010 South Australian Utilisation and Pricing Survey Report](#) has now been released and sets out vintage statistics, regional statistics, varietal overviews, vineyard plantings and projections.

In summary, the crush for South Australia was 681,578t down by approximately 49,000t (7%) on the previous year. The estimated value of the 2010 total crush was \$426M down by 12.5% from \$486M in 2009. The report reveals significant variations between regions.

Importantly the report shows 77,052ha planted to vines in South Australia as at 30 April 2010, a decrease in total area of 1,600ha over the preceding 12 months, although 544ha was planted in Spring 2009.

The South Australian Wine industry Association, Wine Grape Growers Council of South Australia and South Australian Department of Primary Industries and Resources each contribute one third of the cost of the survey. The Phylloxera and Grape Industry Board of South Australia is contracted to produce the report.

For more information, SAWIA members can contact Brian Smedley on 8222 9274 or brian@winesa.asn.au.

10+ ways helps reduce environmental footprint



There has been strong positive feedback from the 135 attendees at *10+ ways to reduce your environmental footprint* held at the Adelaide Convention Centre on 23 September.

One attendee commented that "...I think it was a great day, the numbers were good and the sessions were jam packed full of info. SAWIA's activity in this area continues to position SA as the state that leads on environmental sustainability."

Attendees reported that the sessions were concise and informative, with practical ideas for helping wine producers and grape growers move forward sustainably in a challenging industry environment. Key messages included the need to make a start on an environmental plan with simple achievable targets, that action for improvement in one particular aspect may result in trade-offs in another, and that each business needs to develop their own unique approach influenced by specific circumstances and business structures.

The seminar was the culmination of the 2008-2010 South Australian Wine Industry Sector Agreement. 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 we are hopeful of an announcement in the near future.

South Australian wines star at the 2010 Royal Adelaide Show



South Australian wines starred in SAWIA's Cellar Door Experience at the 2010 Royal Adelaide Show from 3-11 September 2010. Once again the Cellar Door Experience was a major attraction, with almost 2,000 people braving the wet conditions and most sessions full – even on those days when attendance at the overall show was well down!

SAWIA would like to thank the many wineries from the Adelaide Hills, Barossa and Eden Valleys, Wattonbully, Mt Benson, Kangaroo Island and Coonawarra for providing a superb selection of wines that are excellent “ambassadors” for each region.

Rhys Howlett (NWETC Wine Educator and South Australian Wine Ambassador) led a series of six educational 20-minute wine tastings each day, with each session showcasing 4 excellent wine examples from a particular region. Rhys did a great job of guiding people through the different varieties, while providing important regional information and encouraging participants to visit the regions and explore more of the wines being tasted.

The Cellar Door Experience is made possible by the many participating South Australian wineries, a significant commitment of time by SAWIA staff and the help of a small group of volunteers.

Wineries wanting to become involved in the 2011 show should contact Marcia Burnett on 8222 9271 or marcia@winesa.asn.au.

Grant Burge Wines – King of the fortifieds at Decanter World Wine Awards



SAWIA member Grant Burge Wines received global acclaim at the Decanter World Wine Awards held recently in London, with the Grant Burge 20 Year Old Tawny awarded the coveted International Trophy for top Sweet Fortified wine in show.

This win follows on from Grant Burge's Gold Medal wins for the Tawny in 2006 and 2009, and trophies in 2004 and 2007 at the Decanter event.

The world's single biggest wine competition, the Decanter World Wine Awards receives more than 10,000 entries from 50 wine producing countries. Full results are available [here](#).

INDUSTRY & GOVERNMENT

SAWIA fights proposed increase to Liquor Licensing red tape

SAWIA has argued strongly against the major increase in red tape, with increased costs and inefficient processes, which would result from the South Australian government's proposed changes to the *Liquor Licensing Act 1997* and *Code of Practice*. The proposed changes would seek to introduce new red tape and increase costs that would undo the gains realised in the recent changes to the Act – which were achieved only after a concerted effort by SAWIA over a period of several years.

SAWIA thanks the many members that took the time to provide comment and feedback on the government's proposed changes. We have now met with the Commissioner to ensure he understands the impact of the proposed changes, and have made a strong and comprehensive submission to the Liquor and Gambling Commissioner and Minister. The proposals for training of staff, the need for new documentation and the proposed introduction of an annual licensing fee are just three of the items that are opposed and have red tape stamped all over them.

With the wine industry already facing a challenging business environment, the last thing we need is more red tape – filling in forms, requiring increased staff training and education, and of course government fees and charges particularly those intended to recover the cost of administering regulations under an Act!

A copy of SAWIA's submission is available from the Noticeboard of the Liquor Licensing page in the Members' area of SAWIA's [website](#).

Cellar door subsidy cap faces drastic cut

SAWIA members are urgently requested to provide details of how your business will be impacted by the State Government's announcement to reduce the cap on the State cellar door subsidy scheme.

As already advised to members, the State Government Budget includes a reduction to the cap on the State Government cellar door subsidy scheme currently available on cellar door sales at wineries. The \$521,000 per producer reduces to \$50,000 per producer, with this lower cap proposed to apply to eligible sales after 1 July 2011. The State Government estimates that reducing the cap will save \$7M over three years. The state cellar door subsidy scheme is in addition to the benefit wine producers receive from the Commonwealth Wine Equalisation Tax (WET) producer rebate, which effectively exempts the first \$1.7M per annum in domestic wholesale wine sales for each producer group or independent wine producer from the WET.

For SAWIA to represent members effectively on this issue we need to understand the differing impacts this change will have on individual businesses. Members are requested to urgently email Brian Smedley (brian@winesa.asn.au) with detailed information.

State Budget impacts wine industry

The State Government Budget was released on 16 September, and that same day SAWIA emailed members to advise of the Budget's detailed impact on the wine industry.

On the negative side, in addition to the cut to the cellar door subsidy cap (refer article above), the payroll tax exporter's rebate will be halved, and the petroleum subsidy scheme abolished.

On the positive side, the government delivered on an election commitment with funding of \$4.2M over 4 years for the *Developing our Food and Wine Industries Policy 2010*.

For full details, including infrastructure and tourism related matters, refer to the email sent out on 16 September. SAWIA members can contact Olivia Bristow on 8222 9277 or olivia@winesa.asn.au for a copy of this email.

Appointments announced for South Australian Wine Industry Council

SAWIA is pleased to advise the long-awaited appointments to the South Australian Wine Industry Council, which follow-on from SAWIA's successful efforts to have the Council restructured to facilitate a more efficient and effective interface between the South Australian wine industry and the State Government.

The Council will have a focus on *Wine: A Partnership 2010-2015* to work on the key issues identified in the Plan impacting on the wine industry. In addition, the Council will deal with other issues that arise where the government and industry can work together to get a better outcome for industry or work together to take advantage of the opportunities that emerge.

The new Council members are Minister Michael O'Brien (Chair), Louisa Rose (Co-Chair), Stuart McNab, Tom Keelan, Lucy Anderson, Vicki Arnold, Jim Caddy, Helen Edwards, Tim James and Brian Smedley.

The first meeting was held on 27 September 2010, with subsequent meetings to be held quarterly. SAWIA members are urged to ensure that all government related matters are raised with Brian Smedley (8222 9277 or brian@winesa.asn.au) on a timely basis so that these matters can be placed on the agenda and addressed by SAWIA on your behalf.

EMPLOYEE RELATIONS & OHSW

New First Aid Code of Practice

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

Important changes for employers are set out in the new *First Aid Code of Practice* in the workplace, which comes into operation on 10 December 2010. The new Code reflects a more contemporary and best practice approach to first aid, better recognises the needs of different work places and brings South Australia more into line with other states.

It is important that all employers are aware of the new requirements, and can answer questions such as:

- § Do you have a high risk workplace?
- § What is a remote workplace?
- § Do you need a trained First Aider?
- § What are the new requirements for First Aid Kits and First Aid Rooms?

For more information, members should refer to the Noticeboard of the OHS page of SAWIA's [website](#) or contact Trevor Stutley on 8222 9212 or trevor@winesa.asn.au.

Important changes to Small Business Fair Dismissal Code

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

The *Small Business Fair Dismissal Code* provides small business employers with best practice procedures to follow when dismissing an employee.

In an effort to make clearer the obligations of small business employers in dismissal situations, the government has changed the preamble to the Code (and related Checklist). This follows

several Fair Work Australia cases that demonstrated the code was not working effectively.

The key changes to the Code and the Checklist relate to redundancy and dealing with employee requests for a support person. A summary of the key changes is available to members under News on the Employee Relations -> Federal IR page of SAWIA's [website](#).

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

Transitional provisions for Non-Constitutional Corporations

NB: The following article applies to all Non-Constitutional Corporations currently applying the Wine and Spirit Industry (SA) Award.

SAWIA has made a strong submission on behalf of members regarding the transitional provisions for Division 2B State Awards, which will be determined by Fair Work Australia before the end of 2010. These transitional provisions will cover the State based awards which applied to non-constitutional corporations such as sole traders and partnerships that operated in the SA industrial relations system (and other referring states) up to 31 December 2009.

SAWIA's submission was developed with input from the Employee Relations Committee and argued for:

- § Postponing any increases to wages and penalty rates until after the 2011 vintage period, because of the difficult times facing the industry and businesses not having had opportunity to budget appropriately
- § A consistent set of transitional provisions to ensure consistency and equity for both employers and employees
- § Preservation of entitlements consistent with existing modern award terms.

A copy of the submission is available from the Noticeboard of the Federal IR page of SAWIA's [website](#).

SAWIA will ensure members are kept informed of developments as this matter progresses. In the meantime, members are welcome to contact Michael Asmar (8222 9270 or michael@winesa.asn.au) with any questions.

SAWIA member wins WorkCover award



Juliette Ninnes of Taylors Wines won the *Rehabilitation and return to work coordinator excellence award* at WorkCover's recent South Australian Recovery and Return to Work awards ceremony.

In her role as rehabilitation and return to work coordinator, Juliette has instigated procedures that encourage a strong commitment from all personnel at Taylors Wines to support the return to work process – for all workers who are injured, whether it be through an injury at work or not.

Two other SAWIA members were finalists in the awards:

- § **Wirra Wirra Vineyards** (finalist: Employer Excellence Award - Small to Medium) has been proactive in developing a safety and return to work culture throughout the company. It dedicates a staff member three days a week to managing safety and the return to work of its injured workers
- § **Constellation Wines** (finalist: Employer Excellence Award - Self Insured) appointed a workers compensation manager and rehabilitation and return to work coordinator in January 2010. Since that time, they have met with all injured workers and agreed on

strategies to increase their capacity and wellbeing. Constellation Wines has also introduced an early intervention program.

Safe Work Week 2010

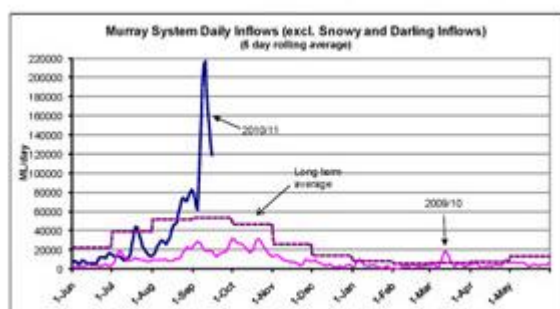
NB: The following article applies to all wine industry employers.

Safe Work Week 2010, which will be staged from 25 – 29 October 2010, offers employers and employees the opportunity to attend a wide variety of FREE workshops on workplace health and safety. Workshop topics include sessions on bullying, hazards and workplace trauma.

To register or view the full 2010 programme, click [here](#).

SUSTAINABILITY & WATER

Water update



Murray-Darling Basin inflows up to 22 September were already around 2,600 GL, with active storage reaching 67% of capacity across the system. Flooding rains brought Murray system inflows during the second week of September to a total of 1,090 GL - more than for the entire water year of 2006-07!

Flow peaks in the mid and lower Murray are difficult to forecast at this time, however they are expected to remain at relatively modest levels. Peak flows are expected to reach South Australia in about a month's time. The Murray-Darling Basin Authority's latest River Murray Weekly Report is available [here](#).

As reported in last month's newsletter, the Murray-Darling Basin Authority has announced that the Guide to the Proposed Murray-Darling Basin Plan will be released on 8 October 2010. The Guide is the first part of a three-stage process consisting of the Guide, the Proposed Basin Plan and the Basin Plan.

Carbon Expo Australasia

New Australian Climate Change Minister Greg Combet, Professor Ross Garnaut, Greens MP Adam Bandt and Victorian Climate Change Minister Gavin Jennings will headline the conference program at Carbon Expo Australasia to be held in Melbourne 11-13 October.

Delegates will gain the latest insights into international climate policy and the likely future of carbon markets. To register or obtain more information, click [here](#) or contact Merrin McAuley on 07 5528 2501 or secretariat@carbonexpo.com.au.

Chemical Engineering Solutions for Sustainable Winemaking


A three day course Chemical Engineering Solutions for Sustainable Winemaking is being offered at the University of Sydney from 6-8 December 2010. The course covers the application of chemical engineering principles to the effective production of high value wines and the design and operation of sustainable wineries, in an era of reduced water availability.

The course is aimed at winery managers, winery engineers, winemakers and those involved in the development of new and existing wineries, and offers examples of new applied technological developments and the engineering basis of their design and operation.

Click [here](#) to register or obtain more information, or contact Geoff Drewe on geoffnval@optusnet.com.au.

SALES MARKETING & PROMOTION

Drinks Trade – Call for chardonnay

 *Drinks Trade*, the magazine of the Liquor Merchants Association of Australia, is inviting product samples for review by a panel of experts in its regular section called "Wine List". The magazine is direct mailed to over 20,000 licensed venues and outlets nationally.

The upcoming Dec/Jan edition of *Drinks Trade* will include the results of a tasting of chardonnay wines – oaked and unoaked (RRP above \$10), with "highlight" wines considered for publication. Rankings or scores will not be published. The panel is made up of representatives from the wholesale, retail, educator, marketing and service side of the wine industry.

To participate, **samples must be submitted by 8 October**. For more information on submitting your samples, visit the Noticeboard of the SAWIA Export page in the members' area of the association's [website](#).

Do you have a good story to tell?

The Winemakers' Federation of Australia (WFA) is undertaking a major project, part funded by the Federal Government, to revise the National Wine Tourism Strategy and create a new framework for wine tourism development in Australia. The overall aim is to develop innovative visitor programs that deliver high quality regional wine tourism experiences through four complementary initiatives.

As part of the project, WFA are compiling case studies of best practice Wine Clubs and a list of Australia's best wine tourism experiences to profile in a new Digital (online) Wine Tourism Toolkit. **As part of this project, wineries are invited to submit their wine tourism experiences (e.g., food matched with wine or an interactive tour) for possible use in case studies.** All information remains completely confidential.

The deadline for submission has been extended to 4 October. Click [here](#) to download the relevant forms, or contact Robin Shaw on 8222 9285 or robin@wfa.org.au for more information.

New trade agreement for Australia and Europe

The Australian – European Community Agreement on Trade in Wine came into force on September 1, heralding a new era of cooperation between the European Union (EU) and the Australian wine industry.

According to the Australian Wine & Brandy Corporation, Australian wine producers and exporters will see significant advantages as a result of the agreement, with nearly all Australian wine making techniques now accepted by the EU. There are also much simpler requirements covering

everything from labelling requirements and blending rules to alcohol levels and the display of Australian awards.

The changes are the final chapter in the long-standing negotiations between the Australian wine industry and the EU, which dates back to 1993. To find out more, visit www.wineaustralia.com.

Vietnam Hotel Expo



Vietnam Hotel Expo is scheduled for 6-8 December in Hanoi. The event is organised by the Vietnam National Tourism Department, and held in conjunction with Tourism and Camping Asia 2010.

For more information click [here](#) or contact Angela Mai on + 84 4 62753439 or sales@vietnamhotelexpo.com.

Restaurant 2010



A small number of stands are still available at Restaurant 2010, your chance to meet with 5,000+ restaurant industry professionals in Sydney 25-26 October 2010.

Of the 5,000+ industry professionals attending the show in 2009, more than half were key decision-makers (e.g., owners, chefs, management) with a direct influence on buying. This was reflected in a high level of satisfaction from exhibitors.

For more information, click [here](#) or contact Simon Wheller on (03) 9261 4592.

OTHER

Wine Industry Locust Control Strategy

With significant locust plagues predicted for south-eastern Australia over the coming spring and summer, the Australian Wine Research Institute has released an [eBulletin](#) setting out the industry-endorsed recommendation for locust control. The aim is to control the "hopper" stage and prevent swarming of the adult stage.

SAWIA members are encouraged to review the eBulletin and undertake appropriate planning and preparation.

Wine education for grape growers



Barossa grape growers educated their palates and gained greater insights into the viticultural influences on wine composition at a recent course offered by SAWIA's National Wine Education & Training Centre. Attendees also benefited from an improved understanding of their role in contributing to the price points at which wines are sold.

of other Australian and international wines. The course was offered over four evenings in August at the Barossa Valley Estate. Stuart Rusted, NWETC educator and Wolf Blass winemaker, presented the sessions.

The highly successful course was supported by GrapeBarossa, the peak grower body for the Barossa.

Growers or wineries interested in a similar course in your region should contact Marcia Burnett on 8222 9271 or marcia@winesa.asn.au.

Wine Industry Outlook Conference

The Wine Industry Outlook Conference will be held 19-20 October in Melbourne and offers the opportunity to gain insights to help plan for success in a changed wine world. Topics include:

- § Is the China market a realistic option and what will it take to succeed
- § Where are the opportunities in the fine wine market (post Global Financial Crisis)
- § How to use social media in your business
- § Building a direct marketing strategy that works for you.

Click [here](#) to obtain full information and register online, or contact Yvonne McClaren on 8222 9255 or yvonne@wfa.org.au.

Vinitech-Sifel 2010, Bordeaux - Innovation awards

The winning products from the Vinitech-Sifel Innovation Awards will be on show at an exhibition being held in Bordeaux from November 30 to December 2.

If you are considering a trip to Bordeaux at this time, you may want to visit Vinitech-Sifel. For more information click [here](#) or contact Sandra Trew on (02) 9261 3322 or australia@promosalons.com.

South Australia's Strategic Plan / 30 Year Plan for Greater Adelaide

South Australia's Strategic Plan and the 30 Year Plan for Greater Adelaide are the focus of an AMCHAM luncheon on 7 October. Speakers include Hon Patrick Conlon MP (Minister for Transport, Infrastructure, Energy).

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

Contract Law for Non-Lawyers

A one-day Contract Law For Non-Lawyers training course is being offered for managers and employees who deal with contracts. The course covers the latest information on contractual agreements in Australia, including effective drafting of terms, use of exemption and termination clauses, and the consequences of duress and undue influence.

The course is being offered 23 November in Adelaide. Click [here](#) for more details including costs.

Dates for your diary

2010

- § 8-10 Oct, [Good Food & Wine Show](#), Adelaide
- § 11-13 Oct, [Carbon Expo Australasia](#), Melbourne
- § 19-20 Oct, [Wine Industry Outlook Conference](#), Melbourne
- § 25-26 Oct, [Restaurant](#), Sydney
- § 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
- § 23 Nov, Wine Industry OHS Seminar, Coonawarra
- § 23 Nov, [Contract Law for Non-Lawyers](#), Adelaide
- § 30 Nov – 2 Dec, [Vinitex-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](#)
 - § 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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