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#### Message from the Chief Executive

The wine industry will be dealing with both new and familiar faces (although many in new portfolios) following the SA State Government's allocation of ministerial portfolios. The main contacts and relevant ministry are:

- § Michael O'Brien (Agriculture, Food and Fisheries; Forests; Regional Development)
- § Paul Caica (Environment and Conservation; Water; Minister for the River Murray)
- § Pat Conlon (Transport; Infrastructure; Energy)
- § Tom Koutsantonis (Industry and Trade; Small Business)
- § Gail Gago (Consumer Affairs)
- § John Rau (Tourism)
- § Premier Mike Rann (Economic Development; Sustainability and Climate Change).

SAWIA looks forward to working with the Government, and we are already setting up appointments with key ministers to enable the wine industry agenda to move forward.

SAWIA will be making strong representations to ensure that services provided to the wine industry are not affected as the Sustainable Budget Commission (set up by the State Government) targets savings of some \$750M across Government to meet a pre March 20 election promise.

Major changes to the Producer's Licence under the *Liquor Licensing Act 1997* come into force in early May 2010. SAWIA has arranged for important briefing sessions about the new laws, with details of these sessions in the feature article below.

With all the speculation regarding the taxation system and the potential for any review to impact on the wine industry, the Federal Treasurer has announced he will release the Australia's Future Tax System Review (Henry Review) and outline the Government's initial response on 2 May 2010. The wine industry is prepared to act if the Government indicates that it is going to adjust the current tax impost on wine.

Don't forget to attend the remaining two Wine Restructuring Action Agenda presentations that are scheduled for SA in May, one for the Barossa on 4 May and the other in Coonawarra on 13 May. I encourage all members to attend these sessions to be informed of the latest developments.



Brian Smedley

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## FEATURE ARTICLES

Important Seminars – New liquor licensing laws take effect 3 May 2010!

SAWIA is offering seminars that will help wine producers (particularly those with cellar doors) understand and apply the new requirements of the *Liquor Licensing (Producers Responsible Service and Other Matters) Amendment Act 2009*. How the new laws impact your business will be the focus of important seminars scheduled for Coonawarra (11 May), Barossa (20 May) and Adelaide (24 May).

We are delighted to announce that Warren Lewis, the Deputy Liquor and Gambling Commissioner, will be the special guest presenter. He will provide an overview of the new laws and address your questions on how these changes may affect your business.

By way of background, on 23 November 2009 SAWIA advised members that the new liquor licensing laws had been passed by Parliament. We were very pleased to advise that all of the significant changes SAWIA had been advocating for on behalf of members were realised. SAWIA members can read more about these changes on the Liquor Licensing page of SAWIA's [website](#).

The changes under the new laws include allowing:

- § Collective cellar door operations
- § A second premise under an existing licence
- § The ability to have an existing licence endorsed for regional farmers' markets or other localised events
- § Selling other alcohol with the service of a meal
- § Sampling other producer wines as part of comparative tastings
- § Exemption from the requirements that blended wine contain a substantial proportion of the producer's own product subject to certain conditions
- § And MORE!

The seminars are **FREE FOR SAWIA MEMBERS**. To register, download the registration [form](#) and fax it to SAWIA on 8222 9276. Registration forms must be returned to SAWIA one week prior to your chosen seminar to secure a spot.

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Climate Change / Emissions Reduction Workshops coming to your region



Climate Change and Greenhouse Emissions Reduction Workshops are coming to your region in May and June 2010! The workshops will provide the latest information and reporting templates to help you report greenhouse gas emissions for the 2009/10 financial year. Companies yet to sign up to the Wine Industry Sector Agreement are also welcome to attend in order to learn about the Sector Agreement and reporting of greenhouse gas emissions.

The workshops will cover:

- § What information you need to calculate your carbon footprint
- § How to use the latest version of the Australian Wine Carbon Calculator (version 1.3)
- § Review of data submitted by participants for 2008/09
- § Contributions to the industry's footprint from various production chain segments (from grape growing right through to bottling)
- § Benchmarking — interpretation and pitfalls.

So far, workshops have been tentatively scheduled at Langhorne Creek (10 May), McLaren Vale (20 May) and Barossa (2 June), with others to be confirmed soon.

For further information please contact Mark Gishen (Project Manager) on 8222 9278 or [mark@winesa.asn.au](mailto:mark@winesa.asn.au), or phone/email your local regional association.

*Want to participate in the Wine Industry Sector Agreement? It's not too late – if you want to start measuring your greenhouse gas emissions, improve your energy efficiency, and save money at the same time, then this program is ideal. It's voluntary, free and completely confidential! The Participant Commitment form can be downloaded [here](#).*

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## Termination of Employment Seminars

*This notice applies to all wine industry employers - including wine producers and grapegrowers.*

Do you know how to manage the termination of employment to minimise the chance of ending up in court? Are you familiar with the "new" unfair dismissal laws? Do you know what to do if you are subject to an unfair dismissal claim?

Significant changes to unfair dismissal laws were introduced when the *Fair Work Act 2009* came into operation on 1 July 2009. To help members understand how these important new laws impact employers, SAWIA will be conducting regional Termination of Employment Seminars from 11-26 May 2010.

The seminars will address the key issues and concerns arising from the practical application of the new rules and regulations. The seminars will also discuss employer obligations under the *SA Equal Opportunity Act 1984*, and other federal discrimination legislation (i.e., age, disability, race or sex discrimination). Topics include:

- § Managing "termination" to minimise the chance of ending up in court
- § The new unfair dismissal laws – in detail
- § What to do if your business receives an unfair dismissal claim
- § How to avoid claims of discrimination
- § Performance issues and warnings to employees
- § What is a "genuine" redundancy.

If you are an employer you should not miss this seminar – don't find out about the laws the hard way! To register online click [here](#), or click [here](#) to download and fax back a completed registration form to 8222 9276.

For more information, contact Sarah Hills (8222 9212 or [sarah@winesa.asn.au](mailto:sarah@winesa.asn.au)), Egon Schwidder (8222 9273 or [egon@winesa.asn.au](mailto:egon@winesa.asn.au)) or Michael Asmar (8222 9270 or [michael@winesa.asn.au](mailto:michael@winesa.asn.au)).

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## South Australian Winegrape Utilisation and Pricing Survey

The *2010 South Australian Winegrape Utilisation and Pricing Survey* will be arriving soon - make sure you participate!

The Survey will help winemakers and grapegrowers answer a range of important questions such as:

- § What is the estimated production of grapes from SA in 2014, and how much of that fruit is already contracted to wineries?
- § What was the average price paid for McLaren Vale Shiraz in 2009? What percentage of fruit was own grown and what percentage was purchased?
- § What was the total crush of Pinot Gris grapes in SA in 2009? How much has that increased since 2004?
- § What is the bearing area of vines in Currency Creek, and how are the vineyards distributed across the GI region?

The survey is published annually with historical price and tonnage information available back to 1992. It is free to industry, as the result of joint funding by SAWIA, the Winegrape Council of South Australia and Primary Industry and Resources SA. However, the value of this survey depends on the participation of wineries in providing complete and accurate information.

According to Sam Holmes (Henry Holmes Wines and SAWIA Executive Committee representative for the Barossa Grape and Wine Association Inc), "...it is vital that the Barossa is able to accurately understand what we are growing and how much it is being purchased for. It is hard to argue with the numbers in what can be an emotional and sometimes irrational business." Neil Jericho (Taylors Wines Pty Ltd and SAWIA Executive Committee representative for Clare Valley Winemakers Inc) commented that "...the survey gives us a balanced perspective on the price of fruit and

availability so it enables us to deal and negotiate with growers in a fair and equitable manner.”

Given the current conditions in the wine industry and the Wine Restructuring Action Agenda, SAWIA members are urged to look out for the survey at the end of this month, and then complete and send it back as soon as possible.

For more information, contact Sandy Hathaway of PIRSA on 8362 0488 or [sandyh@phylloxera.com.au](mailto:sandyh@phylloxera.com.au).

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## April 2010 Export and Domestic Credit Insurance Update

### Credit Insurance Update



National Credit Insurance, SAWIA's wine industry partner, has reported that the record breaking credit insurance claim levels (covering all industries) experienced throughout 2009 have moderated slightly over the past few months, although claims remain well above long term averages.

With the credit insurance market undergoing significant adjustment in 2009, including higher premiums and significantly reduced availability of credit insurance cover, NCI report that the credit insurance market has now largely stabilised. It appears that the market has returned to a sustainable basis after losses of hundreds of millions of dollars for each of the insurers in 2009. While claims continue, the premium base has increased and the very real threat of insurers leaving our market altogether is subsiding.

While renewal terms have yet to be finalised, NCI anticipate that SAWIA members with existing policies will likely have key terms and conditions maintained (including minimum premium of \$10,000 for members insuring less than \$2m in turnover, and an excess of only \$5,000). There may also be some willingness to consider new applications from SAWIA members – to be assessed on a case by case basis.

### Trade Reports

While the credit insurance market has stabilised, the harsh reality is that (at least for 2010 renewals) insurers will still not provide cover for some customers, while some SAWIA members can not justify the minimum annual premium.

Following discussions with SAWIA, NCI are proposing to make Trade Reports available to SAWIA members at a discounted price. These reports provide valuable insight into an existing or potential customer's business for the purpose of minimising credit risk and avoiding loss. The reports contain up to the moment information, allowing informed decisions to better manage exposure to high-risk or high-value customers.

### Renewal/Information Sessions

NCI will shortly be contacting participating SAWIA members to review policy information, buyer limits and potential losses. This information will be used to approach each of the insurance underwriters for renewal terms.

NCI intends to have terms from each of the quoting underwriters available to present to SAWIA members in May, leaving six weeks before the renewal date to review and evaluate offers, and confirm limits if required.

In conjunction with SAWIA, NCI will be presenting a comprehensive credit insurance update including renewal terms, on Thursday 20 May at the McLaren Vale Visitors Centre (10am) and in Adelaide at the National Wine Centre Industry House 1st floor meeting room (2pm). These presentations will also provide further details about the Trade Reports which could be of significant value to some SAWIA members. Further details about the Renewal/Information Sessions will be circulated to SAWIA members in the near future.

NCI's most recent comprehensive export and domestic credit insurance update is available from the Noticeboard of the Members' Home Page in SAWIA's [website](#).

For more information, contact Darren Maxfield of NCI on 03 9607 1400 or [Darren.Maxfield@nci.com.au](mailto:Darren.Maxfield@nci.com.au). To register for the Renewal/Information sessions, contact Rosa Caiazza of NCI on 8228 4852 or [Rosa.Caiazza@nci.com.au](mailto:Rosa.Caiazza@nci.com.au).

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## Vale Tom Angove



The Australian wine industry has lost one of its most respected figures, with the passing away of Tom Angove at 92 years of age.

Grandson of Angove Family Winemakers founder William Angove, Tom completed a Degree in Oenology at Adelaide University (Roseworthy) where he finished as Dux of the course. Following the winemaking and distilling footsteps left by his forbears, Tom led the company through some of its greatest developments, with massive expansions of crushing and processing facilities as well as the planting of the 480 hectare Nanya Vineyard—at the time the largest single vineyard in the Southern Hemisphere and still one of the largest in Australia.

Tom Angove was responsible for the early development of the "Bag in Box" for wine in 1965, which became one of the most popular methods for packaging wine. He also pioneered the use of stainless steel storage tanks.

As an industry leader, Tom played a major role over the years in key national issues such as tax and water. A Patron of the Wine Industry, he was also awarded an Order of Australia in 1994 for service to the industry.

On behalf of members, SAWIA offers our condolences to the Angove family and friends.

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## INDUSTRY & GOVERNMENT

### Federal Government's review of Food Labelling Laws

The Federal Government has recently announced a review into Food Labelling Laws, which could have a major impact on the wine industry. This issue is important because:

- § Various bodies are seeking additional information on product labels
- § It has been suggested alcohol products might need to carry "smoking style" health warnings
- § Health advocates want healthy drinking labelling
- § Choice wants alcoholic drinks to include nutritional information panels
- § Others want to allow proven health claims on labels.

In order to develop and convey the South Australian wine industry's position to the Winemakers' Federation of Australia (which is preparing a National Industry position) and the South Australian Government (which is also interested in SAWIA's view), SAWIA circulated a Notice to Members requesting feedback on the questions contained in the survey.

A very strong response from members highlighted agreement to keep information on labels simple, noting that suggested label contents were not required in overseas markets. There was strong consensus to avoid nutritional information on labels that consumers would rarely read, and would be subject to change as blends and batches are constantly changing. Members strongly advocated the government taking a stronger role to educate consumers about health and healthy lifestyles rather than expecting industry to undertake this task and pay for it.

The detailed Notice to Members is available from the Noticeboard of the Members' Home page of SAWIA's [website](#).

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### Food and Wine Tourism promotion

Recent months have seen significant developments in the Food and Wine Tourism sector, the culmination of two years of hard work by South Australian wine industry representatives and the South Australian Tourism Commission. These developments include:

- § A major marketing campaign which focuses on the wine industry - specifically, the close proximity of our wine regions and cellar doors to Adelaide (the focal point of the campaign is an evocative advertisement produced by Scott Hicks)
- § A media launch event in Sydney for the cellar door campaign in early 2010 using South Australian chefs and wines as centrepieces for a dinner for the wine and lifestyle media
- § The production of a Wine and Food Guide - the first for 4 or 5 years (for a copy email [Chris.Booth@tourism.sa.com](mailto:Chris.Booth@tourism.sa.com))
- § The appointment by SATIC of Pip Forrester to a part-time contract as the Food and Wine Tourism Coordinator.

This activity is driven by the State's new Food and Wine Strategy, which is part of the State Tourism Plan. The Strategy has a bold vision that "...by 2020, South Australia will be recognised as the world's leading food and wine destination". The Food and Wine Tourism Working Group, a working party of the South Australian Tourism Industry Council (which is South Australia's peak body for tourism) is charged with delivery of this strategy.

One of the objectives of the Food and Wine Strategy is the creation of opportunities for industry to engage with the Tourism Commission in cooperative marketing of Food and Wine Tourism. SAWIA members are welcome to direct any queries, ideas or suggestions to Pip on 0414 530 386 or [pipforrester@westnet.com.au](mailto:pipforrester@westnet.com.au).

Going forward, SAIWA will be aiming to develop stronger industry / government ties as a platform for driving the promotion of South Australian wine. The recently released *Wine: A Partnership Plan 2010-2015*, which will guide the South Australian wine industry and government's joint efforts over the next five years, has identified wine tourism as a high priority. As part of this, the Plan recognises the synergies and mutual benefits between the food, wine and tourism industries. SAWIA members are welcome to contact Brian Smedley on 8222 9277 or [brian@winesa.asn.au](mailto:brian@winesa.asn.au) for more information.

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### Henry Tax Review – Have your say!

SAWIA members were notified earlier in April that SAWIA has been contacted by one of the producers of the *Insight*

program at SBS TV in Sydney seeking interest in the opportunity to be involved with their show hosted by Jenny Brockie on SBS TV – on the subject of taxation of alcohol and the impact on the SA wine industry.

With the Henry Tax Review to be released on 2 May, the issue is of critical importance for the wine industry. Various media have reported stories regarding the possibility of a volumetric tax on wine to replace the current ad valorem method of taxation.

This topic and program is scheduled (subject to change) for Budget Night on 11 May. Usually 54 people are selected to attend their studio and talk about the important issues that are affecting them. The audience is expected to be a mixture of alcohol related entities, health professionals, government and industry personnel amongst others.

If you have a story to tell [Insight](#), email [kylet@sbs.com.au](mailto:kylet@sbs.com.au). If you are selected to attend / participate in the audience, Insight will pick up your travel costs to Sydney.

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#### R&D Tax Credit to replace existing concession program

On 12 May 2009 the Government announced it will replace the existing *R&D Tax Concession* with a new *R&D Tax Credit* from 1 July 2010. The latest draft of the Legislation and Explanatory Materials was released on 31 March and can be found on the Treasury [website](#).

The new *R&D Tax Credit* is a broad-based and market driven incentive package with two core components:

- § A 45 per cent refundable tax credit (the equivalent to a 150 per cent concession) for companies with an aggregated turnover of less than \$20 million per annum.
- § A 40 per cent standard tax credit (the equivalent of a 133 per cent deduction).

The new tax credit is decoupled from the corporate tax rate and thereby creates certainty in the level of assistance to be provided. Firms undertaking research and development in Australia, where the intellectual property is owned overseas, will be eligible for the *R&D Tax Credit*.

An interim measure, prior to the introduction of the R&D Tax Credit, will increase the R&D expenditure cap for the R&D Tax Concession Offset from \$1 million to \$2 million for 2009/10. More information on the program can be found on the AusIndustry [website](#).

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## EMPLOYEE RELATIONS & OHSW

#### SAWIA intervenes with Fair Work Ombudsman

*NB: This article applies to all wine industry employers.*

In SAWIA's March newsletter we reported that the Fair Work Ombudsman (FWO) had launched a national campaign targeting compliance with the *National Employment Standards and the Horticulture Industry Award 2010*, but had mistakenly notified some wine industry employers (who are covered by the separate Wine Industry Award) that they were potentially a target for an audit.

SAWIA intervened on behalf of members by meeting with the FWO to express concern about the inaccuracy of its database and the confusion being caused. Further investigation revealed that the FWO had extracted business information from the Australian Tax Office's current Australian Business Register using codes for the horticulture industry - inadvertently including many wine industry employers. The FWO agreed to take corrective action including sending out a letter to approximately 5,000 employers clarifying the Award coverage and confirming wine grapegrowers will not be audited.

We expect that this letter will go out soon. Any grapegrowers that received an initial letter from the FWO back in March, but not receiving this subsequent (corrective action) letter should contact Sarah Hills on 8222 9212 or [sarah@winesa.asn.au](mailto:sarah@winesa.asn.au).

For a copy of the FWO's subsequent letter, or to obtain more information, SAWIA members should refer to the News section of the Employee Relations -> Federal IR page of SAIWA's [website](#).

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#### Free information sessions – Changes to licensing of high risk work

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

Employees, supervisors and managers responsible for the operation of a forklift, crane, hoist, elevating work platform or pressure equipment need to be aware of important upcoming changes to licensing of high risk work. The South Australian government has advised that the *National Standard for Licensing Persons Performing High Risk Work 2006* is finally expected to commence in South Australia during the second half of 2010, almost 18 months later than originally anticipated.

The new National Standard introduces a number of changes that aim to make the training, assessment and licensing

of high risk work consistent across Australia. It introduces a nationally recognised licence valid across Australia, and the transition of all existing qualifications over a five-year period.

During April and May, SafeWork SA is conducting free information sessions around the state about the National Standard and how it may affect employers and employees, particularly with regard to the licensing changes and obligations affecting employees.

To obtain a copy of the new National Standard (and an Information Sheet), or to register for the information sessions, SAWIA members should visit the News section of the OHSW page in SAWIA's [website](#).

For more information, SAWIA members should contact Egon Schwidder (8222 9273 or [egon@winesa.asn.au](mailto:egon@winesa.asn.au)) or Michael Asmar (8222 9270 or [michael@winesa.asn.au](mailto:michael@winesa.asn.au)).

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**Anzac Day Public Holiday 2010 could be a double whammy for your payroll!**

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

SAWIA members need to be aware that this year's Anzac Day public holiday (25 April) fell on a Sunday, which results in the public holiday being observed on that day, and also the following Monday!

In accordance with Section 3A of the *South Australian Holidays Act 1910*, when Anzac Day falls on a Saturday, the public holiday is observed on that day and not transferred to the following Monday. However where Anzac Day falls on a Sunday, then the public holiday is observed on that day plus the Monday following.

Given that much of the industry may still be undertaking vintage activities, employers need to be aware that any work performed on the Sunday will be covered by the public holiday rates (as opposed to the Sunday rates), as will any work performed on the Monday. Furthermore, ordinary hours for some employees during vintage may include Sunday and Monday work such that an eligible employee 'unusually' rostered off may not relieve you of the obligation to pay the respective rates for that day.

While Anzac Day is a national holiday, each state observes it differently. This means employers with employees outside of South Australia will need to review the legislative requirements of each state and the employee's contract of employment with regard to payment.

Contact Sarah Hills (8222 9212 or [sarah@winesa.asn.au](mailto:sarah@winesa.asn.au)), Egon Schwidder (8222 9273 or [egon@winesa.asn.au](mailto:egon@winesa.asn.au)) or Michael Asmar (8222 9270 or [michael@winesa.asn.au](mailto:michael@winesa.asn.au)) for more information.

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**Watch for upcoming Wine Industry Award / Fair Work Act Seminars**

***NB: This article applies to all South Australian employers.***

In response to demand from members, SAWIA will be conducting further training and education sessions on the *Wine Industry Award 2010* (including the transitional arrangements operational from 1 July) in June and the *Fair Work Act 2009* and *National Employment Standards* in July 2010. Details and dates for these sessions will be advertised soon.

In the meantime, members should direct any questions to Sarah Hills (8222 9212 or [sarah@winesa.asn.au](mailto:sarah@winesa.asn.au)), Egon Schwidder (8222 9273 or [egon@winesa.asn.au](mailto:egon@winesa.asn.au)) or Michael Asmar (8222 9270 or [michael@winesa.asn.au](mailto:michael@winesa.asn.au)).

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**National Wine Industry Salary & Benefits Survey 2010 – Forms now available**

***NB: This article applies to all South Australian employers.***



The South Australian Wine Industry Association is currently undertaking the annual *Wine Industry Salary & Benefits Survey*. Following on from the success of each of the yearly surveys conducted since 2000, the 2010 survey will provide valuable information about practices and trends in the wine industry at a national and state level.

The 2010 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. Following on from the 2009 survey report, the 2010 report will also report a subset of salary data for smaller businesses (sales revenue < \$10M per annum).

If you want to participate in the survey or need more information, please contact Michael Asmar on 8222 9270 or

[michael@winesa.asn.au](mailto:michael@winesa.asn.au). Survey and position description forms are now available and due for return by 10 May 2010.

You can also [order your copy now](#) for delivery on 7 June 2010.

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## SALES MARKETING & PROMOTION

### New Zealand opportunity

A wine-dedicated retail magazine in New Zealand is inviting SAWIA members to submit wines for tastings of Shiraz and Pinot Noir on 4 and 5 May, with the results to be published in the second week of June. 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.

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### Opportunity for winemakers to set up in business

SAWIA has been advised of an opportunity for experienced winemakers looking to set up in business.

A UK business is looking to "...commission an experienced, talented winemaker, who's looking to do their own thing, to create a stunning new wine for us. We want to cut out all the costs that are usually associated with finding a wine (agent's fees, marketing costs, air fares...) by working directly with the person who makes it."

The business:

- § Funds the project for the winemaker, delivering the volume upfront, and guaranteeing a salary and profit
- § Ensures the winemaker gets to focus purely on making wine, rather than selling it
- § Results in consumers getting a good wine at a good price.

For more information, visit the Noticeboard of the SAWIA Export page in the members' area of SAWIA's [website](#).

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### Wine Marketing Australasia 2010

Wine Marketing Australasia 2010 is scheduled for 7-9 June in Adelaide. Presentations include topics such as the current global marketing campaigns from some of Australia's leading brands, practicalities of distribution in Asian markets, alternative ways to market and distribute a product and the science behind consumer choice.

Sessions include:

- § Open up your cellar door
- § Twitter, Shmitter – a practical guide to social media
- § Building your tribe – getting started the right way with social media.

To register or obtain more information, click [here](#) or contact the Tonkin Corporation on 02 9224 6060 or [conferences@tonkincorporation.com](mailto:conferences@tonkincorporation.com).

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### South Australian Tourism Awards



Entries are now open for the South Australian Tourism Awards, which aim to recognise and promote excellence in tourism. Award winners also receive a valuable marketing boost.

The Tourism Awards are an annual online submission and site visit based competition. The 2010 awards have 27 categories including tourism wineries and major festivals and events.

Nominations close on 9 July. For more information click [here](#).

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## Wine for Asia 2010



Wine for Asia 2010 is scheduled for 28 – 29 October in Singapore. In 2009, 4,043 trade buyers from 50 countries attended Wine for Asia, along with 377 exhibitors.

A promotional road show will be visiting South Australia (Adelaide 11 May, Barossa Valley 12 May), presenting information on recent wine business trends in Asia and providing further information about the event.

For more information, email [karen@tradeaustralia.com.au](mailto:karen@tradeaustralia.com.au) or visit [www.wineforasia.com](http://www.wineforasia.com).

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## AWC Vienna 2010 – International Wine Challenge



AWC Vienna 2010 is the world's largest officially recognised wine ranking, with 9,000 challengers from more than 30 countries to compete in guaranteed impartial blind tastings.

Registration closes 8 May 2010. For more information visit [www.awc-vienna.at](http://www.awc-vienna.at).

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## SUSTAINABILITY & WATER

### Water update

The [River Murray Water Report](#) released on 15 April highlights that:

- § Irrigators are currently able to access 62% of their water entitlement
- § The volume of water in upstream storages is currently 31% of capacity (2,920 GL), compared to only 15% of capacity at the same time last year
- § South Australia has been officially assigned the first 257 billion litres of floodwaters from Queensland and New South Wales, and should get a minimum of 500 GL of water.

While the water situation has improved somewhat, it is important to recognise that the total River Murray system inflow so far in 2009/10 is only 2,895 GL. This is still well below the 8,200 GL long-term average for this period and the 4,190 GL average of the past ten years.

The Bureau of Meteorology's outlook for April to June 2010 is a 40-70% chance of exceeding median rainfall and a 40-50% chance of exceeding median maximum daytime temperatures. Early indications are for an improved opening water allocation for 2010-11.

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### New EPA Standards for waste derived products – free information sessions

The waste management industry is finding new ways to reuse and recover waste, rather than simply disposing it in landfills or other locations. In response, the Environment Protection Authority (EPA) has recently released standards and guidelines covering reuse options.

The following documents are available from the EPA [website](#):

- § Guideline for stockpile management
- § Standard for the production and use of refuse derived fuel
- § Standard for the production and use of waste derived fill
- § Standard for the production and use of waste derived soil enhancer (WDSE).

Last year SAWIA made a submission to the EPA responding to the draft WDSE, which successfully argued for a range of improvements including helping to clarify the approval process.

It is important for members to be aware of these requirements before producing or using any such products (e.g., spreading grape marc on vineyards). Approval from the EPA is not likely to be required if it is in a form that is suitable for direct reuse, however, the user is responsible to ensure that the activity complies with the WDSE Standard.

In the case of wastewater treatment sludges, there is a need to verify the composition is suitable for use as a waste derived soil enhancer. For businesses with an EPA licence, a management plan may be required prior to spreading in a sensitive area. Contact the EPA (8204 2000 or 1800 623 445) with any questions.

The EPA is holding free information sessions on 13 May (2-4pm) and 21 May (10am-12pm) at its offices in Adelaide.

To attend, please email [Melanie.Long@epa.sa.gov.au](mailto:Melanie.Long@epa.sa.gov.au) by 3 May.

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## OTHER

### Australian Wine Industry Technical Conference



The 14th Australian Wine Industry Technical Conference will be held 3-8 July 2010 at the Adelaide Convention Centre.

The conference [program](#) covers a wide range of issues facing Australian grape and wine producers, from the vineyard to the customer, and includes presentations on the future success of the industry, soil health, water and the environment. The eight formal sessions and three colloquia feature 35 Australian speakers and 18 international speakers from countries including China, Germany, Italy, New Zealand, Spain, USA and UK. There are an additional 53 [workshops](#) over six days.

To register click [here](#). For further information contact Kate Beams on 8313 6821 or [kate.beames@awitc.com.au](mailto:kate.beames@awitc.com.au).

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### WineTech 2010 – The hub for the wine industry’s latest technology

WineTech 2010, scheduled for 4-7 July 2010 at the Adelaide Convention Centre, will provide a hub for local industry to experience the most comprehensive suite of products and services available to help maximise outcomes at every step of the grapegrowing and winemaking journey.

The largest wine technology exhibition held in Australia, WineTech 2010 will again run in conjunction with the Australian Wine Industry Technical Conference (AWITC). This provides delegates with an unrivalled opportunity to hear from industry experts on key issues, while viewing the latest technological developments in winemaking, meeting with colleagues and peers, and increasing sales contacts.

For more information, visit [www.winetechexpo.com.au](http://www.winetechexpo.com.au).

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### Applications open for SA Rural Leadership Program

The SA Rural Leadership Program 2010 has a range of goals including providing potential rural leaders with the skills and confidence to motivate and energise themselves, their industries and their communities.

Applications are invited from enthusiastic individuals who have the potential to stimulate creativity, wealth and business at the community level, with a desire to be involved in activities relating to the development of their local community or rural industry.

The program is subsidised by Primary Industries and Resources South Australia, with some grants available.

Applications close 29 May 2010. To apply or obtain more information, click [here](#).

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### Dates for your diary

#### 2010

- § 4 May, [Wine Restructuring Action Agenda](#), Angaston
- § 6-8 May, [Seoul International Wines & Spirits Expo](#), Korea
- § 6 May, [Family Business Australia \(SA\) State Conference](#), Adelaide
- § 8-10 May, [Shanghai Intn'l Wine & Beverages Trade Fair](#), China
- § 10 May, Climate Change and Emissions Reduction Workshop, Langhorne Creek
- § 11 May, [Termination of Employment](#), Barossa
- § 11 May, [New Liquor Licensing Laws](#), Coonawarra
- § 11 May, Wine for Asia Roadshow, Adelaide
- § 11-13 May, [Export Procedures Course](#), Adelaide
- § 12-15 May, [Seoul Food & Hotel](#), Korea
- § 12-16 May, [Thaifex 2010](#), Bangkok
- § 12 May, [Termination of Employment](#), Riverland
- § 12 May, Wine for Asia Roadshow, Barossa
- § 13 May, [Termination of Employment](#), Clare

- § 13 May, [EPA Waste Derived Products](#), Adelaide
- § 13 May, [Wine Restructuring Action Agenda](#), Penola or Naracoorte
- § 14-16 May, [Export Procedures Course](#), Adelaide
- § 15-16 May, [Clare Valley Gourmet Weekend](#)
- § 16-18 May, [4th ARPA National Injury Management Conference](#), Melbourne
- § 17 May, [Termination of Employment](#), Adelaide
- § 18-20 May, [London International Wine Fair](#)
- § 20 May, [Termination of Employment](#), Coonawarra
- § 20 May, [New Liquor Licensing Laws](#), Barossa
- § 20 May, Climate Change and Emissions Reduction Workshop, McLaren Vale
- § 21 May, [EPA Waste Derived Products](#), Adelaide
- § 24 May, [New Liquor Licensing Laws](#), Adelaide
- § 25 May, [Termination of Employment](#), McLaren Vale
- § 26 May, [Termination of Employment](#), Langhorne Creek
- § 1-3 June, [TopWine China](#), Beijing
- § 2 June, Climate Change and Emissions Reduction Workshop, Barossa
- § 4-6 June, [Good Food & Wine Show](#), Melbourne
- § 7-9 June, [Wine Marketing Australasia](#), Adelaide
- § 3-8 July 2010, [Aust. Wine Industry Tech. Conf & Exhibition](#), Adelaide
- § 26-29 August, [Taste of Melbourne](#)
- § 9-10 September, [Drink World Congress](#) (Asia-Pacific), Hong Kong
- § 15-18 Sept, [Food & Hotel Thailand](#), Bangkok
- § 11-13 October, [Carbon Expo Australasia](#), Melbourne
- § 19-20 October, Wine Industry Outlook Conference, Melbourne
- § 28-30 October, [Wine and Gourmet Asia](#), Macau
- § 28-29 October 2010, [Wine for Asia](#), Singapore
- § 4-5 November, [Drink World Congress](#) (Europe), Milan
- § 11-13 November, [FHC China 2010](#), Shanghai

2011

- § 17-18 March, [Drink World Congress](#) (Americas), New York
- § 9-10 June, [Drink World Congress](#) (CIS), Moscow

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