

**SOUTH AUSTRALIAN WINE INDUSTRY  
ASSOCIATION INCORPORATED**

**Newsletter**

27 March 2009

[PDF Print version](#)

**FEATURE ARTICLES**

New system of industrial relations – Senate passes Fair Work Bill 2008  
Award Modernisation Process - Update  
Carbon Pollution Reduction Scheme Legislation announced  
Wine Industry Sector Agreement  
Plant Health Act 2009  
Federal Government announces tax break on eligible assets

**EMPLOYEE RELATIONS & OHSW**

Submission to minimise pay increases - (AFPC) 2009 General Wage Review  
SAWIA opposes proposed changes to OHSW laws  
2009 public holidays – Easter period and Anzac Day  
SAWIA applies for grant to help reduce work injuries

**SUSTAINABILITY & WATER**

Water update  
Release of draft Environmental Impact Statement for proposed weir  
Claiming to be carbon neutral?

**SALES MARKETING & PROMOTION**

Gateway to Asia – Free Expo in Adelaide  
Drinks Trade tasting – call for Cabernet Sauvignon and Cabernet Sauvignon blends  
SIAL China  
Seoul International Wines & Spirits Expo  
Wine Marketing Australasia 2009

**OTHER**

Australian harvest update  
ABARE wine grape forecast  
Wine Industry Bushfire Exchange  
Keeping Business Profitable Seminar  
Dates for your diary

---

## Message from the Chief Executive

Two legislative events in the Federal Parliament have major ramifications for wine industry employers. In upcoming months, SAWIA will play a key role in helping members to understand and successfully adapt to the changes.

The long-awaited Fair Work Bill was passed by the Senate on 20 March 2009. The Bill will ultimately replace the Workplace Relations Act, with some parts taking effect on 1 July 2009 and the remainder on 1 January 2010. **Immediately following vintage, SAWIA will be visiting regions to help members understand the changes impacting on your business, and what you will need to do to comply with the new laws.** Possible flow-on changes to State based Industrial Relations are also likely to be determined within the next few months, as state and federal governments decide whether we are ready for a truly national system. Don't miss the regional seminars in your area!

The Commonwealth Government released its exposure draft legislation for the Carbon Pollution Reduction Scheme (CPRS) on 10 March 2009. The proposed legislation is contained in six Bills, and is modelled on the Government's white paper that was issued in December 2008. **While the direct impact on the wine industry will be limited to larger businesses, the legislation will have an indirect impact as costs of energy increase.** This places even greater importance on businesses improving energy efficiency - one of the key objectives of the [Wine Industry Climate Change Sector Agreement](#), and also an important topic at the upcoming [Wine Industry Environment Conference](#) on 23-24 September 2009. If passed by Parliament the scheme is proposed to commence on 1 July 2010, although the agriculture sector is expected to be deferred until 2015.

The new South Australian Wine Industry Council met on 1 March 2009. The Council discussed items relating to the strategic challenges in the export market place, wine grape supply, water resources and sustainable value chain analysis. Also announced this month was the new Minister for Agriculture, Forestry and Fisheries, the Hon. Paul Caica MP, and we look forward to his contribution to the wine industry in the months ahead.

After the punishing weather that started the 2009 vintage, the weather over the past few weeks has allowed a more orderly approach. We will be looking forward to seeing and tasting the results of a successful 2009 vintage!



Brian Smedley

---

## FEATURE ARTICLES

### New system of industrial relations – Senate passes Fair Work Bill 2008

*NB: The following article applies only to constitutional corporations covered by the Federal Industrial Relations System (Workplace Relations Act 1996).*

The Senate passed the Fair Work Bill 2008 ("the Bill") on Friday 20 March 2009, ushering in a new system of industrial relations for Australia. The Bill, originally introduced to federal Parliament on 25 November 2008, was subject to 231 amendments before receiving Senate approval.

The passage of legislation overcame its final hurdle when the government agreed to a compromise on the definition of "small business" for unfair dismissals. Small business will be defined as fewer than 15 "full-time equivalent employees" from 1 July this year, and will then revert to the Government's original definition of fewer than 15 employees on a headcount basis

effective 1 January 2011.

Under the new legislation, unfair dismissal protection will apply to all employees as follows:

- § For employees whose employer **is not** a small business – after they have been employed for six months
- § For employees whose employer **is** a small business – after they have been employed for 12 months.

The Bill's passage means the new unfair dismissal laws, new good faith bargaining rules and Fair Work Australia (a "one-stop shop" for advice and support on all workplace relations issues and enforcement of legal entitlements) will begin operating from 1 July 2009. Other key aspects of the Fair Work Bill will become operational on 1 January 2010, including the 10 National Employment Standards (that will replace the current five Australian Fair Pay and Conditions Standards) and the introduction of modern awards.

During May and June this year SAWIA will be conducting regional seminars and workshops throughout South Australia to help members understand and apply the changes to employment obligations, rights and responsibilities. Further details will be available in the near future.

For any enquiries regarding the above, members should contact Egon Schwidder (8222 9273 or [egon@winesa.asn.au](mailto:egon@winesa.asn.au)) or Joseph Kotyla (8222 9270 or [joseph@winesa.asn.au](mailto:joseph@winesa.asn.au)).

---

#### Award Modernisation Process - Update

*NB: The following article applies only to constitutional corporations covered by the Federal Industrial Relations system (Workplace Relations Act 1996).*

As reported in SAWIA's February newsletter, the Federal Labor government's Award Modernisation Process aims to significantly reduce the number of Awards, and simplify Award content. Awards are being reviewed in 4 stages (or groupings), with the groupings determined by high-level industry classifications.

Stage 1 has now been completed and Stage 2 is close to finalisation. In Stage 2 the Australian Industrial Relations Commission (AIRC) published an *exposure draft Horticulture Award 2010* that specifically excluded the wine industry including any aspect of viticulture. The AIRC also issued a written statement that it would defer all discussion and consideration about the wine industry to Stage 3.

The key issues under consideration for the wine industry in Stage 3 are whether:

- § It is appropriate to have a specific modern "wine industry" award
- § Viticulture will be included in the final modern Horticulture Award 2010 OR under the proposed wine industry award OR split between the two awards (stand alone vineyards in the Horticulture Award, and vineyards owned by wineries in the proposed wine industry award).

Stage 3 was heard by the AIRC on 16 and 17 March in Melbourne, with Brian Smedley of SAWIA representing South Australia, Victoria, Western Australian producers and the Winemakers Federation of Australia at the hearings. SAWIA argued that the wine industry should have its own modern industry award with its own terms and conditions - subject to the understanding that there is preservation and recognition of the terms and conditions for stand alone wine grape growers currently enjoying terms similar to the horticulture type awards.

SAWIA also strongly opposed the inclusion of the wine industry into any other manufacturing type award. SAWIA's submission highlighted the "ministerial request" statement by the Federal Minister for Industrial Relations which in part states "...that the creation

of modern awards is not intended to disadvantage employees or increase costs for employers”.

Despite the Minister’s statement, based on the AIRC’s approach to date, wine industry employers need to be prepared for labour costs to increase. It is anticipated that the impact of these increases can be minimised through (up to 5 year) transitional arrangements. For example, the AIRC has made a decision that the casual loading standard for modern awards will be 25%. Although South Australian employers can expect the current 20% casual loading to increase, hopefully this will occur in stages.

Based on the AIRC timetable, the treatment of viticulture (including stand alone grape growers and vineyards owned by wineries) may be known in April (or at the latest May), and the request for a modern wine industry award should be known in May 2009.

Once the AIRC releases its exposure draft, SAWIA will have the opportunity to consult, prepare further submissions on the proposed contents of the award and quantify costs for presentation to the Full Bench of the AIRC in June. The transitional arrangements and provisions will be argued at a later date at a time set by the AIRC.

It is expected that a final award (in whatever form is adopted by the AIRC) covering the wine industry should be available in September 2009. As set out in the Fair Work Bill 2008 that was passed on 20 March 2009, all finalised modern awards will commence operation on and from 1 January 2010. For more information in relation to award modernisation, SAWIA members can contact Brian Smedley on 8222 9274 or [brian@winesa.asn.au](mailto:brian@winesa.asn.au).

---

### Carbon Pollution Reduction Scheme Legislation announced

The Federal Government has released six Bills setting out the legislative changes under the proposed Carbon Pollution Reduction Scheme. The Bills largely take into account the views of the Government expressed in its White Paper (December 2008) and the Garnaut report.

The legislation has been released as an Exposure Draft with submissions called for by 14 April 2009. SAWIA and the other state wine industry associations are contributing to a submission being prepared by the Winemakers’ Federation of Australia.

The Federal Government has announced a start date of 1 July 2010 (although agriculture’s inclusion is deferred until 2015) meaning that legislation to enact this would need to pass Parliament by the end of 2009. There has been significant media commentary questioning the feasibility of the start date given the current economic climate.

For further information, members can contact Brian Smedley on 8222 9274 or [brian@winesa.asn.au](mailto:brian@winesa.asn.au).

---

### Wine Industry Sector Agreement



### Free Climate Change Information Sessions - Clare Valley & Riverland

Free regional information sessions on climate change have been scheduled for the Clare Valley (28 April) and Riverland (29 and 30 April). These sessions are in addition to the five highly

successful regional seminars held prior to vintage.

The sessions answer the following questions about climate change:

- § What are the key risks and opportunities for your business?
- § What demands are major international retailers making of suppliers?
- § How do your Australian customers feel about climate change?
- § What are the upcoming changes to Federal Government regulations, and what are the costs and other implications for your business?
- § What areas of your business produce a high proportion of greenhouse gas emissions?

To register for these important sessions, or obtain further information, visit the Noticeboard of the Climate Change Sector Agreement page of SAWIA's [website](#) or contact Jodie Pain (Project Manager) on 8222 9278 or [jodie@winesa.asn.au](mailto:jodie@winesa.asn.au).

### **Have you joined the Wine Industry Sector Agreement?**

Attendees at the recent regional information sessions in the Barossa, McLaren Vale, Langhorne Creek, Adelaide Hills and Coonawarra are reminded to sign and return your Participant Commitment form, if you have not already done so! A copy of the form can be downloaded [here](#).

The South Australian wine industry is really getting behind this initiative, so make sure your business is on board!

For more information, contact Jodie Pain on 8222 9278 or [jodie@winesa.asn.au](mailto:jodie@winesa.asn.au).

*The Wine Industry Sector Agreement - Climate Change and Greenhouse Emissions Reduction is a two year project to inform the wine industry of issues surrounding climate change, while encouraging and assisting industry to measure and report their carbon footprint. The South Australian Wine Industry Association and the Wine Grape Council of South Australia signed the Sector Agreement with the State Government in accordance with the Climate Change and Greenhouse Emissions Reduction Act 2007.*

---

### **Plant Health Act 2009**

If you are involved in importing or transporting horticultural/plant produce into or through SA, proposed legislative changes will have a significant impact on your business. The South Australian Government has announced that, effective 1 July 2009, the *Fruit and Plant Protection Act 1992* will be replaced by the *Plant Health Act 2009*.

Broad implications of changes to the Plant Health Act mean that:

- § Anyone who brings in plants or plant-related products for the purposes of sale or other commercial purpose must [register as an importer](#). Members should note that plant-related products can include agricultural machinery, soil, potting mix and other items, with the definition yet to be finalised.
- § Importer registration involves an application process, fee payment, and annual returns.
- § Consignments of plants or plant-related products brought into the state must be inspected on arrival, and a certificate issued to verify compliance with legal requirements. Both the inspection and certificate will incur fees, and this inspection/certification process is in addition to the certification that is issued by the exporting state. This will result in a substantial increase in costs to the importer.
- § Alternatively, an importer can be certified under an Importer Verification Compliance Agreement (IVCA), and will then be able to issue its own certificates. There are charges associated with IVCA certification – including an initial application, annual auditing and an annual renewal fee.
- § The government has indicated its intention to move to full cost recovery for all market access services including the issuing of certificates, Interstate Certification Assurance

(ICA) and IVCA certification, inspections and surveys. A panel is reviewing the cost model and fee structure being put forward by government, with the outcome to be known soon.

If you need to register as an importer and/or would like more information, contact Brian Smedley on 8222 9274 or [brian@winesa.asn.au](mailto:brian@winesa.asn.au). SAWIA will ensure members are informed as further information becomes available.

---

### Federal Government announces tax break on eligible assets

The Federal Government recently announced a *Small Business and General Business Tax Break* to help Australian businesses boost business investment, bolster economic activity and support Australian jobs. In summary, small businesses (with a turnover of \$2 million a year or less) can claim:

- § an additional 30 per cent tax deduction for eligible assets costing \$1,000 or more acquired between 13 December 2008 to 30 June 2009, and installed by 30 June 2010
- § an additional 10 per cent tax deduction for eligible assets costing \$1,000 or more acquired from 1 July 2009 to 31 December 2009, where they are installed by 31 December 2010.

Other businesses can receive the same deductions for eligible assets greater than \$10,000.

For example:

- § A small business that buys and installs a \$2,000 computer before the end of June 2009 can claim an additional \$600 deduction in its 2008-09 tax return
- § A business that buys and takes possession of a \$60,000 backhoe by the end of June 2009 can claim an additional \$18,000 deduction in its 2008-09 tax return.

The deduction is on top of the usual capital allowance deduction claimable for the asset as part of the taxpayer's income tax return.

Assets eligible for the allowance are new tangible depreciating assets and new expenditure on existing assets used in carrying on a business for which a deduction is available under the core provisions of Division 40 (Capital Allowances) in the *Income Tax Assessment Act 1997*. Expenditures above the threshold which are capitalised into an existing asset as a second element of cost will also qualify for the deduction. The assets must be used in Australia.

The tax break applies to motor vehicles used for business. However, land and trading stock are excluded from the definition of depreciating assets, and will not qualify for the deduction.

For more information, click [here](#). Draft legislation has yet to be released for public consultation. SAWIA members are strongly encouraged to obtain professional taxation advice before committing to any expenditure.

---

## EMPLOYEE RELATIONS & OHSW

Submission to minimise pay increases - (AFPC) 2009 General Wage Review

*NB: The following article applies only to constitutional corporations covered by the Federal Industrial Relations system (Workplace Relations Act 1996).*

SAWIA has argued strongly to minimise any pay increases in its submission to the Australian Fair Pay Commission's (AFPC) 2009 General Wage Review. The Review will set the

minimum level of pay for all employees in the Federal Industrial Relations System, with any increase likely to flow on to state awards.

SAWIA's submission highlights that the wine industry is tackling significant challenges (e.g., water restrictions, difficult export and domestic markets, global economic crisis), and with rising unemployment there must be a primary focus on retaining and creating jobs and minimising wage increases. In contrast, the ACTU is seeking a \$21 per week increase (3.9% of the current minimum wage for an adult).

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

We would like to thank the SAWIA members that provided valuable contributions to help shape the association's submission on behalf of the South Australian wine industry. For more information, contact Egon Schwidder on 8222 9273 or [egon@winesa.asn.au](mailto:egon@winesa.asn.au).

---

## SAWIA opposes proposed changes to OHSW laws

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

SAWIA has lodged its submission to SafeWork SA on 13 March 2009 setting out the South Australian wine industry's position on a range of proposed amendments to the *SA Occupational Health, Safety and Welfare Act 1986*. The major issues addressed include:

- § Arguing that the proposed reduction to the current Health and Safety Representative (HSR) training threshold exemption (from 20 to 10 or fewer employees) increases business costs and is inappropriate
- § Opposing the introduction of the right of entry for authorised representatives of a trade union - which would allow access to company and employee documents for the purpose of OHSW consultations.

In the submission, SAWIA agreed to support the ongoing use of expiation notices, however only on the basis they are not used as a key performance indicator (KPI) for evaluating the SafeWork SA inspectorate. SAWIA is concerned that use as a KPI could encourage excessive or unwarranted issuing of expiation notices.

Following consideration of all submissions, the South Australian Government is expected to table the amendment Bill. SAWIA will keep members informed as this matter progresses.

SAWIA's submission is available from the Noticeboard of the OHSW page of SAWIA's [website](#). Members can direct any questions to Egon Schwidder (8222 9273 or [egon@winesa.asn.au](mailto:egon@winesa.asn.au)) or Joseph Kotyla (8222 9270 or [joseph@winesa.asn.au](mailto:joseph@winesa.asn.au)).

---

## 2009 public holidays – Easter period and Anzac Day

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

In accordance with the Workplace Relations Act 1996 and the SA Holidays Act 1910, the following public holidays will be observed over the coming Easter period:

- § Good Friday (10 April 2009)
- § Easter Saturday (11 April 2009)
- § Easter Monday (13 April 2009).

SAWIA members should note that the Anzac Day public holiday will be observed on the day it falls, Saturday 25 April 2009. Under South Australian legislation this public holiday is not

transferred to the following Monday.

Victoria and New South Wales will also observe Anzac Day public holiday on 25 April, while Western Australia and the ACT will observe the public holiday on Monday 27 April.

If you have any questions, contact Egon Schwidder (8222 9273 or [egon@winesa.asn.au](mailto:egon@winesa.asn.au)) or Joseph Kotyla (8222 9270 or [joseph@winesa.asn.au](mailto:joseph@winesa.asn.au)).

---

### SAWIA applies for grant to help reduce work injuries

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

With the endorsement of SAWIA's Occupational Health Safety and Welfare Committee, the association has applied for a Safework SA grant to develop training materials aimed at reducing the frequency and severity of the top 5 injuries in the wine industry.

SAWIA's application proposes to engage a consultant to develop practical training materials, and then deliver the materials via regional training sessions throughout SA as well as making the training aids available on the SAWIA website. If the application for a grant is successful, the project will minimise injury costs for employers and the SA Workers Compensation Scheme as well as ensuring that workers are equipped to maintain a workplace free of injury.

The Safework SA Small Grants Program provides grants of up to \$50,000 for projects that can contribute to reducing work injuries in South Australia. Grants are keenly sought after by many organisations, and SAWIA expects to know the outcome of its application by the end of March 2009.

For more information, contact Egon Schwidder (8222 9273 or [egon@winesa.asn.au](mailto:egon@winesa.asn.au)) or Joseph Kotyla (8222 9270 or [joseph@winesa.asn.au](mailto:joseph@winesa.asn.au)).

---

## SUSTAINABILITY & WATER

### Water update

Continued dry conditions and low inflows across the Murray-Darling Basin mean River Murray irrigation allocations in South Australia remain at 18 percent. The volume of water in upstream storages is currently 16% of capacity (1,469 GL), compared to 20% capacity at the same time last year. Below Lock 1 water levels remain low and salinity levels remain high due to reduced flows into South Australia.

According to the Minister for the River Murray, Karlene Maywald, during the past two months no Basin state has received any improvements in the amount of water it can allocate from the River Murray shared resource. Future improvements will be limited because of the extremely dry conditions currently being experienced across the Upper Murray system.

Irrigators are reminded that all River Murray water trades with New South Wales must be finalised by 31 May 2009, and trades with Victoria must be finalised by 2 June 2009.

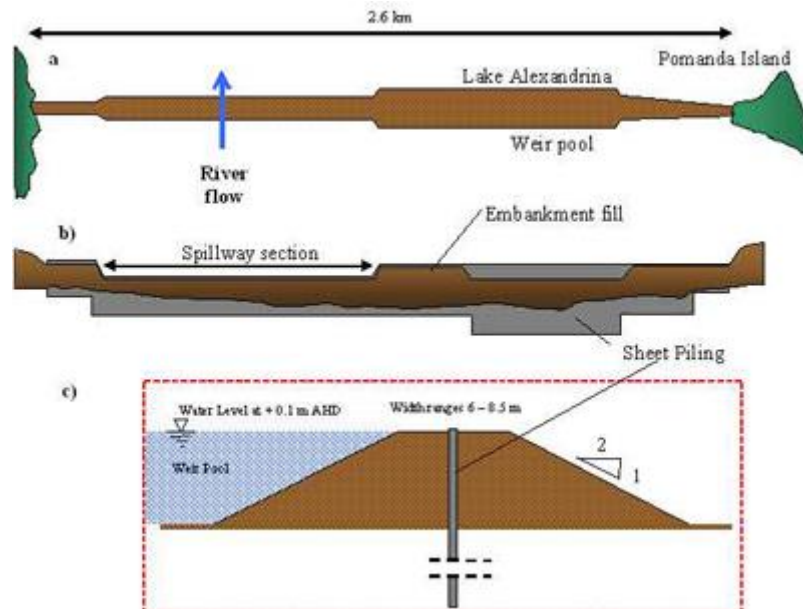
The Bureau of Meteorology's outlook for March to May 2009 shows there is a 50-60% chance of exceeding median rainfall over the Murray-Darling Basin. It also shows there is a 40-45% chance of exceeding median maximum temperatures.

For more information, visit the Drought page of SAWIA's [website](#).

For more information on the national perspective, click [here](#) for the Australian Wine and Brandy

### Release of draft Environmental Impact Statement for proposed weir

The South Australian Government has released a draft Environmental Impact Statement (EIS) for the proposed weir near Pomanda Island (below Wellington).



According to the South Australian Government, it is continuing to work with the Murray-Darling Basin Authority and the Australian Government on various options and initiatives for securing South Australia's water supply. Construction of a temporary weir is being considered as a last resort, emergency measure to ensure that drinking water is protected for 1.2 million South Australians who receive supply from below Lock 1.

A temporary weir would secure the fresh water between Wellington and Blanchetown, and protect the quality and volume of water at the main pump off-takes below Lock 1 by creating a physical barrier between the Lakes and the main river channel. Key points of the proposal include:

- § The weir has been designed with a life of three years, although this could be extended through maintenance if necessary
- § The temporary weir would remain in place until water storage levels and flows in the Murray-Darling Basin improved to a level where it was considered the system had recovered (with specified trigger points for removal)
- § Estimated construction cost of \$110 million taking 9 months to complete.

Click [here](#) for more information.

Interested organisations and individuals are invited to provide feedback on the draft EIS by sending in a written submission before the close of business on 9 April 2009.

---

## Claiming to be carbon neutral?

FINLAYSONS

Any claim that a wine or wine company is "carbon neutral" will be assessed in accordance with the recently released draft *National Carbon Offset Standard*. The Australian Competition & Consumer Commission (ACCC), which has targeted misleading green marketing and carbon offset claims in the past, will assess compliance with the Standard.

Wine businesses that intend on marketing their products or business as carbon neutral should seek legal advice to ensure that their claims comply with the proposed Standard.

Finlaysons (SAWIA's wine industry partner) has prepared a helpful summary of the draft legislation, which is available from the Noticeboard of the Environment page of SAWIA's [website](#). Further guidance can also be found in the ACCC's *Carbon Claims and the Trade Practices Act*, available for download [here](#). For more information, contact Suzanne Dickey on 8235 7813 or [suzanne.dickey@finlaysons.com.au](mailto:suzanne.dickey@finlaysons.com.au).

---

## SALES MARKETING & PROMOTION

### Gateway to Asia – Free Expo in Adelaide

Austrade are organising an Exporters Expo in Adelaide designed to showcase SA exports to business migrants, promote the business migrant network to SA exporters and potential exporters, and generate export opportunities for both parties.

Austrade is expecting significant interest in South Australian wine producers, particularly for the Chinese and Korean export markets.

The expo will be held on 30 April 09 (2.00-4.30pm) in Adelaide, and is free for both exhibitors and visitors. Exhibitors are invited to register on a first come first served basis. For more information, visit the Resources section of the Export Events page of SAWIA's [website](#).

---

### Drinks Trade tasting – call for Cabernet Sauvignon and Cabernet Sauvignon blends

*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 18,000 licensed venues and outlets nationally.

The June/July 09 issue of *Drinks Trade* will include the results of a tasting of Australian Cabernet Sauvignon and Cabernet Sauvignon blends ranging from RRP \$10 and above.

The panel will assess not just the wine but the price points to select a "best value" pick in each category. The commercial or consumer appeal of the wine will also be assessed. 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 24 April. For more information on submitting your samples, visit the Noticeboard of the SAWIA Export page in the members' area of the association's [website](#).

---

## **SIAL China**

SIAL China, the biggest International Food, Beverage and Hospitality Trade Show in Mainland China, is being held in Shanghai from 19-21 May 2009.

More than 1,100 companies exhibited in 2008, with 27,000 professional visitors from 85 countries.

For further information, visit [www.sialchina.com](http://www.sialchina.com) or phone (02) 9264 4199.

---

## **Seoul International Wines & Spirits Expo**

Austrade invites Australian wine exporters and producers to participate in the 7th International Seoul Wines & Spirits Expo (7-9 May 2009). In 2008, 21 exhibitors participated in the Australian National Pavilion, with over 3,000 qualified buyers.

The Korean wine market is one of the fastest-growing markets in the world with the highest level of alcohol consumption per capita (63.1L per capita). According to Austrade:

- § Korea's wine market is still at an early stage with room for growth
- § Red wine consumption is more than 80% of the Korean wine market
- § There is growing awareness of Australian wines in the Korean wine market.

Austrade Korea will also pre-arrange three "1-on-1" meetings onsite for each Australian exhibitor to meet with Korean wine importers.

Cut-off date for registrations of interest is 10 April 2009. For more information, including costs, contact Ms Linda Lim-Gurney (SWSE Expo Australia and New Zealand Agent) on 0448 800 968 or [linda@thewinetooper.com](mailto:linda@thewinetooper.com).

---

## **Wine Marketing Australasia 2009**

Wine Marketing Australasia is being held in Sydney from 29 June – 1 July 2009. The conference will cover a wide range of topics including:

- § The future of global wine markets from leading agribusiness research analysts
- § Current global marketing campaigns from some of Australia's leading brands
- § Strategies behind New Zealand's luxury brands marketing achievements
- § Practicalities of distribution in Asian markets
- § The science behind consumer choice.

Early bird registration was scheduled to end on 27 March, however at SAWIA's request the event organisers have extended early bird cut-off to 4 April for members of the association.

For more information, click [here](#) or phone (02) 9224 6060.

---

## OTHER

### Australian harvest update

At the end of February 2009, the Australian Wine and Brandy Corporation (AWBC) released its harvest update with an estimated 2009 winegrape harvest of 1.63 million tonnes. This is 11% down on the 2008 harvest and well below the record 2005 harvest of 1.93 million tonnes, but well above the drought and frost-affected 2007 harvest of 1.34 million tonnes.

The AWBC cautioned that, with just under half of the crop picked at the time of publication, the estimate was very much preliminary with conditions in the second half of the harvest to influence the final outcome.

The full report is available from Winefacts [here](#), and contains an assessment by major region, category and colour. For more information contact the AWBC on 8228 2010.

---

### ABARE wine grape forecast

The Australian Bureau of Agricultural and Resource Economics (ABARE) is forecasting wine grape production to reach 1.85 million tonnes in 2009/10 and more than 2 million tonnes by 2012-13 in its *March 2009 Australian Commodities Report*.

ABARE forecast average grape prices of \$690 this financial year, with a fall to \$676 next year. After adjusting for inflation, wine grape prices are forecast to fall 8 per cent in real terms over the next five years.

Wine exports are expected to remain at about \$2.4 billion in 2008/09 and next year, before recovering to \$3.4 billion by 2013-14. According to ABARE, the recovery will be under-pinned by economic recovery and the impact of industry efforts to revitalise demand for Australian wine.

To read the full report, click [here](#).

---

### Wine Industry Bushfire Exchange

The bushfires in Victoria have had a galvanising effect on the Australian wine community – firstly through concern for the health and safety of those that we know and their families – and subsequently through generous offers of support. Indeed, there have been so many offers of support – of items such as wine, dry goods, warehousing and labour – that a facilitated approach was required to bring everyone together.

*WineLinkUp: The Wine Industry Bushfire Exchange* is a business-to-business web [portal](#) that works by linking wineries and grapegrowers in need with relevant suppliers of products and services. There is no middle-man and no administrative fees – each party links directly with the other to make their own arrangements.

If you have been thinking about donating or discounting your products or services to someone in the wine community affected by the fires, then this website will help you reach them.

Alternatively, if your business has been affected, you are encouraged to visit the website to seek out the generous offers that are being made, or to make a direct appeal for your specific needs.

---

## Keeping Business Profitable Seminar

Keeping Business Profitable is the subject of a half-day wine industry seminar on 29 April 2009 in Adelaide. The seminar is hosted by the Wine Industry Suppliers Australia Inc. with topics including:

- § Maximising cash flow
- § Wine industry update including national and international trends
- § Managing energy input and other costs
- § Funding market update / working capital funding.

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

---

## Dates for your diary

### 2009

- § 29-31 March, [Prowein](#), Dusseldorf Germany
- § 2-6 April, [VinItaly](#), Verona Italy
- § 11-19 April, [Barossa Vintage Festival](#)
- § 15-19 April, [Food & Hotel Indonesia](#), Jakarta
- § 28 April, [Climate Change Information Session](#), Clare
- § 29 April, [Climate Change Information Session](#), Riverland
- § 30 April, [Climate Change Information Session](#), Riverland
- § 30 April, [Exporters Expo](#), Adelaide
- § 2-3 May, Clare Valley Gourmet Weekend
- § 6-9 May, [HOFEX](#), Hong Kong
- § 7-9 May, [Seoul Wines & Spirits Expo](#), Korea
- § 12-14 May, [London International Wine and Spirit Fair](#), London
- § 13-16 May, [Seoul Food & Hotel 2009](#), Korea
- § 16-19 May, [National Restaurant Association Show](#), Chicago
- § 19-21 May, [SIAL China](#), Shanghai
- § 18-27 May, [Taste of Australia South China](#)
- § 20-22 May, [IFE Poland](#), Warsaw
- § 3-5 June, [Interwine China](#) (summer), Guangzhou
- § 7-8 June, [BankSA 2009 Sea & Vines Festival](#), McLaren Vale
- § 9-11 June, [Food & Hotel China](#), Beijing
- § 21-25 June, [Vinexpo](#), Bordeaux (France)
- § 24-25 June, [Winery Engineering Association National Conference and Exhibition](#), Barossa Valley
- § 24-30 June, [G'day UK](#)
- § 25-27 June, [Topwine China](#), Shanghai
- § 29 June – 1 July, [Wine Marketing Australasia](#), Sydney,
- § 3-5 July, [China Int'l Alcoholic Drinks Expo](#), Beijing
- § 9 July, [Guangdong International Wine & Spirits Expo](#), China,
- § 27-30 August, [Taste of Melbourne](#)
- § 23-24 September, [Wine Industry Environment Conference](#), Adelaide
- § 24-26 September, [Vietwine '09](#), Hanoi
- § 1-3 October, [Food & Hotel Vietnam](#), Ho Chi Minh City
- § 18-20 Nov, [Food & Hotel China](#), Shanghai
- § 24-28 November, [SIMEI 2009](#), Milan (Italy)
- § 26-28 November, [Interwine China](#) (autumn), Guangzhou
- § 1-3 December, [SITEVI 2009](#), Montpellier (France)

2010

- § 20-23 April, [Food & Hotel Asia](#), Singapore
  - § 3-8 July 2010, [WineTech 2010](#), Adelaide
- 

## Industry Partners

FINLAYSONS



[www.finlaysons.com.au](http://www.finlaysons.com.au)

[www.hostplus.com.au](http://www.hostplus.com.au)



<http://www.mga.com/>

[www.nci.com.au](http://www.nci.com.au)

**WCD**  
WORKERS'  
COMPENSATION  
SOLUTIONS

**Bell** | FOREIGN  
EXCHANGE

[www.wcdcomp.com](http://www.wcdcomp.com)

[www.bellfx.com.au](http://www.bellfx.com.au)



[www.flightcentre.com.au](http://www.flightcentre.com.au)

## Sponsors



[Image Brand & Colour](#)



[Employers Mutual](#)



[Export Assist](#)

© 2009 South Australian Wine Industry Association | visit our website [www.winesa.asn.au](http://www.winesa.asn.au)

---

This email has been scanned by the MessageLabs Email Security System.  
For more information please visit <http://www.messagelabs.com/email>

---