



**SOUTH AUSTRALIAN WINE INDUSTRY
ASSOCIATION INCORPORATED**

Newsletter

5 May 2008

Feature Articles

Important changes to workers compensation - Sign up for seminars now!
\$70K in fines for underpayment of wages – Beware the flat rate
SAWIA welcomes Egon Schwidder
Credit insurance – Important update for wine and grape sales
Travel – Exciting new offer for members!
New rules for audible bird scaring devices

Employee Relations & OHSW

Significant changes to industrial relations laws
Australian Fair Pay Commission (AFPC) - 2008 Federal Wage Review
South Australian State Wage Case
Productivity Commission seeks submissions - maternity, paternity & parental leave
Wine Industry Salary & Benefits Survey 2008 – Don't miss out!

Marketing Promotion & Export

Exports to Hong Kong
Foreign exchange – Great new offer for members
Good Food & Wine Show - Exhibition opportunities
India International Wine Fair 2008

Other

Water update
Research and development – What are your priorities?
Professional Advice and Planning Grants
Wine industry tightens up alcohol content labelling

Conferences Seminars & Workshops

Symposium on Grapevine Physiology and Biotechnology
Winery Engineering Conference
Operational Excellence Workshop: Maximising Production Capacity
Family Business Australia's South Australian State Conference
Sustainable Agriculture Course
Dates for your diary

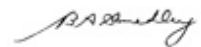
Message from the Chief Executive

While the recent rains are welcomed, they will contribute little to river inflows and storage levels. Accordingly, the availability of suitable water for irrigation purposes remains high on the agenda. The recent COAG meeting outcomes on water and the announcement of a \$12.9 billion plan clearly signal a new Federal government direction. Given the complexity of the issue and plan, it will be important for early action to be taken that clearly demonstrates implementation has commenced.

There have been a number of opportunities over the last month for members to provide input that helps SAWIA develop policies that best respond to proposals from government and other industry bodies. Some of these proposals are industry driven, like research and development priorities, while others like the Liquor Licensing Code of Practice are aimed at further regulating the way the wine industry conducts business. Some members regularly respond and provide valuable feedback to the association, however we would be delighted for more members to have a say and be involved in association activities. So next time we ask - make contact, be involved and have your say!

There are a number of important changes affecting employment that are about to occur (e.g., Workers Rehabilitation and Compensation), and employers need to be aware of how these changes will impact on wine businesses. An article in the newsletter is seeking expressions of interest about an upcoming Workers Compensation seminar. This is your chance to learn what will happen to any existing injuries, but also to be prepared to respond appropriately if a workplace injury occurs at your site. If you want one of the seminars in your region, be sure to reply!

I have commenced meeting with members as a means of introducing myself - as well as listening to you about how the association can better serve your needs. If you would like to fast track my schedule give me a call on 8222 9277.



Brian Smedley

FEATURE ARTICLES

Important changes to workers compensation - Sign up for seminars now!

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

Important changes to workers compensation will be the focus of upcoming SAWIA regional seminars designed to help members understand how these changes will impact on wineries and grape growers.

The changes were reported in some detail in SAWIA's March newsletter, with wide ranging impact over payments, entitlements, lump sums for non economic loss, dispute resolution, common law negligence, levy cap, self insurance and wide ranging legislative and non-legislative initiatives.

The *Workers Rehabilitation and Compensation (Scheme Review) Amendment Bill 2008* and the *WorkCover Corporation (Governance Review) Amendment Bill* have passed the lower house (with some amendment), and are now being debated by the Legislative Council. If the Bills are approved, this will result in some of the biggest changes to Workers Compensation in many years. These amendments have been driven by the need to address the scheme's increasing unfunded liability.

To register your interest in attending a seminar in your region, please click [here](#) to complete and fax back the Expression of Interest Form by 16 May.

For more information, members can contact Sarah Hills on 8222 9212 or sarah@winesa.asn.au.

\$70K in fines for underpayment of wages – Beware the flat rate

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

A recent underpayment decision has cost an employer \$70,000 in fines for a total of 254 breaches of an award. This decision serves as a valuable reminder that, when paying award-reliant employees a flat rate (or an annual salary), wine industry employers need to ensure the rate meets the relevant award criteria for the hours worked during each weekly or fortnightly pay period.

Over the course of seven years the Tasmanian employer underpaid 41 casual employees (employed under the *Hospitality Industry - Accommodation Hotels, Resort and Gaming Award*) a total of \$18,405, which was largely the result of paying employees a flat rate that failed to recognise or include the correct:

- 1) Classification rate
- 2) Casual loadings
- 3) Allowances and/or
- 4) Penalty rates.

While it is possible to pay an (award reliant) employee a flat rate, the amount must always equal or exceed the applicable award rate for the hours worked in each pay period. This means taking into account the employee's classification (or grading), employment status (e.g., casual), age (junior or adult rates), and hours worked to ensure that any applicable shift loadings, penalties or overtime are accounted for. Otherwise, employers risk breaching the applicable award and facing prosecution. **SAWIA recommends that wine industry employers should review all practices, including peak periods when employees work more than 8 hours per day, and/or outside the ordinary span of hours for 6 or 7 days per week.**

To assist with ascertaining whether a flat rate is possible, members can access a previous notice of a South Australian court decision that explains why paying a salary to an award-reliant employee can not be justified on the basis of a 'swings and roundabouts' approach. That is, the employee's income can not be better than the award some weeks and worse in others – it has to reflect the remuneration the employee would have received under the award for that week or fortnight. Although the decision was made prior to WorkChoices, it is still relevant to all South Australian employers with regard to the concept of paying a flat rate. A copy is available from the Noticeboard of the Employee Relations [page](#) of SAWIA's website.

Members with concerns, or wanting to discuss the issues in greater detail, can contact Sarah Hills for a confidential discussion on 8222 9212 or sarah@winesa.asn.au.

SAWIA welcomes Egon Schwidder



SAWIA is delighted to welcome Egon Schwidder (Business and Workplace Advisor) as the newest addition to SAWIA's business services team. Egon has a wealth of experience in a variety of roles encompassing:

- Human resource management
- Industrial relations
- Occupational health safety and welfare
- Remuneration strategy
- Payroll and HR information systems design and implementation.

Egon joins SAWIA from a position with the Workplace Authority as Senior Workplace Relations Advisor. Prior to that, Egon worked for a number of businesses including Bluescope Steel, BHP Billiton and National Rail Corporation.

Egon is looking forward to making a strong contribution to the South Australian wine industry, helping members in areas such as human resources, industrial relations and occupational health safety and welfare. Egon invites members to contact him on 8222 9273 or 0448 825 544, or via email to egon@winesa.asn.au.

Credit insurance – important update for wine and grape sales

Wine sales insurance offer now open for 2008/2009



You are invited to join the many SAWIA members already enjoying the benefits of the exceptional National Credit Insurance Brokers (NCI) offer available to members of the association. Hundreds of millions of dollars of wine sales have already been insured, with members reporting:

- Very large reductions in credit insurance rates
- Exceptionally low minimum annual premiums making credit protection affordable for the first time for many small and medium sized businesses
- Significantly increased financial flexibility due to banks accepting insured debtors as security
- Cost savings of hundreds of thousands of dollars
- Consistently strong levels of service from NCI.

In the three years since its inception, the joint SAWIA/NCI initiative has set new benchmarks for cost, service and flexibility in the wine industry. SAWIA members taking up this offer range from some of the largest wine businesses in Australia right through to some of the smallest family owned operations.

With existing insurance policies coming up for renewal in June, now is the time to register your interest or obtain further information by contacting Russell Pilbeam of NCI on 8228 4809 or russell.pilbeam@nci.com.au.

NCI will shortly arrange a number of regional presentations to present credit insurance terms for the coming year. Details about these presentations will be sent to members in the near future.

SAWIA members that are already benefiting from the NCI offer will automatically receive insurance renewal documents shortly. The credit insurance offer is an excellent example of how your state association is working with key industry partners to help improve the profitability of your business and the South Australian wine industry.

New opportunity for members - Credit insurance for grape sales

Following on from the success of the export credit insurance offer, SAWIA and National Credit Insurance (NCI) are considering development of a new offering – credit insurance that would help protect grape sales from credit risks. Of added benefit, a number of banks have expressed interest in potentially offering finance for insured debtors, meaning that grapegrowers could bring forward cash inflows.

If you are interested in considering a potential grape sales insurance offer, please click [here](#) to complete and return the brief questionnaire. The ability of SAWIA / NCI to develop this SAWIA member only offer will depend on satisfactory expressions of interest.

There is no obligation to accept any offer made to your business. All information provided will be stored securely and with complete confidentiality by the association. SAWIA will advise the credit broker of only the total number of wine companies expressing interest, and the aggregate summary of responses for each question. All other information, including company names and individual responses, will remain confidential to SAWIA.

For further information, contact Craig MacDonald of SAWIA on 8222 9272 or Russell Pilbeam of NCI on 8228 4809.

Travel – Exciting new offer for members!



Exceptionally competitive export markets and escalating fuel prices have made it increasingly important to maximise the value for your travel dollar. Accordingly, SAWIA is delighted to welcome Flight Centre Groups as a new wine industry partner, providing a high level of service and "unbeatable pricing".

By leveraging the buying power of the South Australian wine industry, Flight Centre is delighted to offer exclusive deals on airfare, accommodation, travel insurance and car hire for SAWIA members. For more information, access the link from the Industry Partners and Member Offers section on the Members' Home [page](#) of SAWIA's website.



To ensure a high level of service to SAWIA members, Flight Centre Groups has recently established a team of wine industry specialists dedicated to servicing the needs of the South Australian wine industry. SAWIA members will be provided with an experienced personal account manager, supported by the network of one of the world leaders in travel.

To take advantage of these great offers, or obtain more information, members can contact Will Maley of Flight Centre Groups on 0411 264 591 or 8425 8600.

New rules for audible bird scaring devices



New maximum noise levels for audible bird scaring devices, together with a set of management guidelines to ensure use of the devices complies with the general environmental duty under the Environment Protection Act 1993, have now come into effect in South Australia.

The *Environment Protection (Noise) Policy 2007* came into operation on 31 March 2008. It replaces the *1994 Environment Protection (Industrial Noise) and (Machine Noise) Policies*. In addition to generally regulating noise emanating from business premises, the new Noise Policy gives effect to the EPA's *Audible Bird Scaring Devices Environmental Noise Guidelines 2007*.

The EPA has power to enforce the obligations set out in the Guidelines by issuing an Environment Protection Order, or via conditions in an EPA licence or development authorisation.

The Guidelines specify maximum accumulated peak levels ("APLs") for impulsive noise devices, such as gas guns. An APL is a single number that represents the cumulative effect of the number of shots and their noise levels over the course of a day. It is measured at the location of the noise-affected premises.

In a zone specifically intended for primary production, the maximum APL is 118 dB, which reduces to 115 dB at the interface between a primary production zone and rural living/ residential zones.

In addition, no single device may be used for more than 6 shots in any hour, and the maximum noise level from any single shot is 100 dB(LinPeak). LinPeak represents the actual, unweighted level of sound detected by a meter.

Before 7am and after 8pm, noise from devices must not exceed a maximum noise level of 45 dB(A).

Also specified are maximum noise levels for cumulative impacts from a number of properties and noise from electronic/speaker devices.

The Guidelines also set out "rules of thumb" that should enable compliance with the general environmental duty. These include the development of bird management plans and use of separation distances, rotation, noise barriers and limited hours of operation.

A copy of the Guidelines is available from the EPA website [here](#). For more information, members can contact Kyra Reznikov of Finlaysons (SAWIA's Wine Industry Partner) on 8235 7561 or kyra.reznikov@finlaysons.com.au.

EMPLOYEE RELATIONS & OHSW

Significant changes to industrial relations laws

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

As reported in the March newsletter, the *Workplace Relations Amendment (Transition to Forward with Fairness) Act 2008* became operational from midnight on 27 March 2008. This is the first phase of a

series of changes that will be undertaken by the Federal Government as part of implementing their industrial relations policy.

While the Act includes some important changes, contrary to some media reports phase one of the changes leaves much of WorkChoices relatively intact. The Act:

- § Prevents the making of new Australian Workplace Agreements (AWA's)
- § Creates new Individual Transitional Employment Agreements (ITEA's) available for a limited time and for certain employees
- § Introduces a new no-disadvantage test to be applied when lodging all future collective workplace agreements and ITEA's
- § Lays out the award modernisation process to be undertaken by the Australian Industrial Relations Court due for completion by the end of 2009 – this entails reducing the number of awards and limiting their content to 10 allowable matters.

For the moment these changes do not alter employer obligations, including pay rates and conditions under applicable Notional Agreements Preserving a State Award (NAPSA). However, future pay rates and conditions may alter as a result of the process for modernising awards.

Further details are contained in SAWIA's Notice to Members ("Workplace Relations Amendment Act 2008") which is available from the Noticeboard of the Federal IR [page](#) of SAWIA's website.

Members requiring further information or advice should contact Sarah Hills on 8222 9212 or sarah@winesa.asn.au.

Australian Fair Pay Commission (AFPC) - 2008 Federal Wage Review

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

Submissions to the 2008 Minimum Wage Review by the Australian Fair Pay Commission (AFPC) closed on 14 March 2008. The ACTU has called for a \$26 per week (5%) increase to the Federal Minimum Wage in their submission, while the Australian Industry Group (national employer body) has called for a \$13 per week (2.5%) increase.

On behalf of members, SAWIA prepared and lodged a submission with the AFPC. The submission urges the AFPC to consider the serious financial pressures already facing employers in the wine industry, including the impact of water restrictions, costs of purchasing water, reduced grape harvest tonnages, the reduction in the selling price per litre as well as the impact of the strong Australian dollar.

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

If you have any questions or comments please contact Sarah Hills on 8222 9212 or sarah@winesa.asn.au.

South Australian State Wage Case

NB: The following article applies only to non-constitutional corporations covered by the State Industrial Relations system (Fair Work Act 1994).

SA Unions has lodged its application for the 2008 State Minimum Wage Case, seeking an increase to the adult award wages in all South Australian State Awards of \$26 per week (from the current \$522.15 per week to \$548.15 per week). Currently, the State Minimum Wage is equal to the Federal Minimum Wage. The application also seeks to increase work related allowances, and award rates for apprentices from 50% to 55% of the appropriate adult trade rate.

SAWIA will be representing members at a meeting of unions and employer groups to discuss the grounds of the application and any points of consensus prior to reporting back to the Commission on 7 May 2008.

If you have any questions or comments, members can contact Sarah Hills on 8222 9212 or sarah@winesa.asn.au.

Productivity Commission seeking submissions on paid maternity, paternity & parental leave

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

Delivering on one of its election commitments, the Federal Government has asked the Productivity Commission to examine ways the Government can provide improved support to parents with newborn children by looking at the economic and social costs and benefits of paid maternity, paternity and parental leave.

Any policy reforms in this area will:

- § Be aimed at ensuring strong and sustainable economic growth
- § Take into account Australia's ageing population and the importance of early childhood development
- § Support Australian families with balancing work and family responsibilities.

The Productivity Commission will conduct an examination and provide an opportunity for public participation through written submissions and public hearings commencing early May. SAWIA will be preparing a submission on behalf of members, and invites any member wanting to express a view to contact Sarah Hills (8222 9212 or sarah@winesa.asn.au) or Egon Schwidder (8222 9273 or egon@winesa.asn.au) by 23 May 2008.

The Commission has been asked to report to the Government by February 2009.

Wine Industry Salary & Benefits Survey 2008 – Don't miss out!

NB: This article applies to all South Australian employers.

A record number of wineries and growers will be participating in SAWIA's ninth annual *Wine Industry Salary & Benefits Survey*. The survey is an important tool to help wineries and growers attract and

retain good staff in an increasingly competitive environment, and be aware of the latest remuneration trends in the industry. Participating members are entitled to a substantial discount toward the cost of the published survey results.

The 2008 survey report will include salary data on a national and state basis, providing valuable factual information about the wine industry's salary and benefits practices and trends. The report will provide a comprehensive 'snap shot' of information as at 30 April 2008 for 50 positions in winemaking, viticulture, warehouse, sales, accounting, marketing, human resources and administration.

In addition to job salary information, the survey report will provide valuable industry information on 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.

Survey and position description forms are now available, and need to be completed and returned by Monday, 12 May 2008.

To obtain more information about participating, or order your copy of the survey results, contact Brian Smedley on 8222 9274 or brian@winesa.asn.au.

EXPORT, PROMOTION & MARKETING

Exports to Hong Kong

Last month's newsletter reported that the Hong Kong government had recently abolished duties on wine, and highlighted two exhibitions in Hong Kong that might be of interest.

SAWIA members may also be interested to know that *InvestHK*, the Hong Kong Government department, offers free investment promotion, facilitation and aftercare services. *InvestHK* can help by:

- § Supplying the latest information on Hong Kong's business environment and investment regime - including sector profiles, business incorporation advice and business contacts
- § Delivering government information on funding and support services, taxation, import/export regulations, government projects, employment legislation and immigration requirements
- § Identifying and matching potential investors with business partners in Hong Kong
- § Arranging meetings, site visits and calls on government departments as well as trade and industrial support organisations
- § Assisting investors in dealing with government departments on matters such as trade mark registration, environmental protection requirements and business incorporation.

For more information, contact Edward Chui of InvestHK (02 9286 2360 or Edward_chui@hketosydney.gov.hk) or click [here](#).

Foreign exchange – Great new offer for members



With the recent strength of the Aussie dollar, and volatility in financial markets, managing foreign exchange transactions and exposures has become increasingly important for the South Australian wine industry.

SAWIA has recently welcomed Bell Foreign Exchange (Bell FX) as a new wine industry partner, committed to supporting SAWIA and its members respond to these challenges through an extensive range of foreign exchange services.

Bell FX, a division of stockbroking and investment advisory firm Bell Potter Securities Limited, is headquartered in Adelaide, with a team of foreign exchange specialists focussed on providing a professional standard of service to the South Australian wine industry.

Bell FX services include competitive pricing in spot, forward foreign exchange contracts and foreign currency options. Additionally, it offers research, foreign currency accounts and fee-free remittances. For more information on the Bell FX offer to SAWIA members, access the link from the Industry Partners and Member Offers section on the Members' Home [page](#) of SAWIA's website.

To find out more about the offer or arrange a visit from Bell FX, members should contact Paula Overy (8222 9277 or paula@winesa.asn.au) or Marcia Burnett (8222 9271 or marcia@winesa.asn.au) of SAWIA and obtain your letter of introduction.

Good Food & Wine Show - Exhibition opportunities

A total of 90,000 visitors are expected to attend the Good Food & Wine Shows being held in Melbourne (30 May – 1 June), Sydney (20 – 22 June), Perth (11-13 July) and Brisbane (7-9 November).

To obtain information about exhibiting at the shows, click [here](#).

India International Wine Fair 2008

The India International Wine Fair is scheduled for 11-13 December 2008 in Mumbai. The fair is India's first large international exhibition dedicated entirely to the wine industry, and is expected to bring together wine importers, wholesalers, distributors and retailers, along with noteworthy large-scale buyers including hotels, airlines and restaurants.

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

OTHER

Water update

Memorandum of Understanding

The [River Murray Water Resources Report](#) released on 21 April summarises the key points in the [Memorandum of Understanding](#) that was reached at a meeting in Adelaide on 26 March between Prime Minister Kevin Rudd and First Ministers from across the Murray-Darling Basin. The Resources Report claims the following outcomes:

- § One independent, expert-based Murray-Darling Basin Authority
- § A Basin Plan prepared by 2011
- § No state to have the power to block or veto the Basin Plan
- § Arrangements for SA to store water in upstream storages

- § Each state to manage its share of the water resource within the Cap set by the Authority
- § Specific reference to Lower Lakes, Coorong and Murray Mouth and the need for improved environmental outcomes.

Water Levels

With respect to the latest on the water situation, the Resources Report highlights that inflows remain well below average impacting on the volume of water available for sharing between NSW, Victoria and South Australia. Flows to South Australia have been reduced to 2,300 ML/day, which is below the normal April Entitlement Flow of 4,500 ML/day.

The volume of water held in Hume and Dartmouth Reservoirs, Lake Victoria and Menindee Lakes is about 19% capacity (1,771 GL), compared to 10% capacity at the same time last year. Some of the water currently in storage is owned by NSW (Menindee Lakes 581 GL) and also includes some water being carried over for critical needs in NSW, Victoria and South Australia.

Research and development – What are your priorities?

An in-depth review of the process for research in Australia was undertaken in 2005 by the Winemakers' Federation of Australia. The review identified the need to improve the approach of setting research priorities for the wine industry to ensure that the industry articulated research and development (R&D) priorities are translated into research applications.

Following the review, the skills-based Strategic Directions Group (SDG) was established to identify the priorities, and these were presented in the *Investing in Innovation* prospectus released in 2006. The SDG is now engaged in updating the prospectus to reflect new priorities and the current situation of the wine industry.

The need to widely engage the industry at individual, regional, state and national levels to maximise the opportunity for industry input was also identified by the review as a key issue. Accordingly, each member is encouraged to advise its R&D priorities.

Once the SDG has received the R&D priorities identified by the industry, a draft prospectus will be prepared for dissemination. This will be followed by presentation and discussion at an industry workshop with stakeholders. The finalised prospectus will then operate for three years from 2009 - 2012.

Please submit your priorities to paula@winesa.asn.au no later than 7 May.

Professional Advice and Planning Grants

Professional Advice and Planning Grants of up to \$5,000 are available to assist drought affected farm businesses access professional advice for drought management and recovery processes. Grants may be used for:

- § Obtaining advice such as a farm business viability assessment
- § Development of a farm business plan
- § Obtaining financial and agronomic advice.

Applications are due before 12 June 2009. For more information, click [here](#).

Wine industry tightens up alcohol content labelling

The Winemakers' Federation of Australia (WFA) is making a submission to Food Standards Australia New Zealand (FSANZ) recommending that the tolerance between the stated alcohol by volume on wine labels and the actual alcohol given by analysis should be reduced to $\pm 0.8\%$ vol. The decision follows approval by the WFA board in April.

The current tolerance of $\pm 1.5\%$ vol. (for wine and wine products containing more than 6.5% alcohol by volume) has been in place since analysis methods for determining alcohol content were less accurate than they are now. Current methods now allow for more specific determination of actual alcohol content, and WFA believes that more precise labelling should now also apply.

For more information, contact Penny Boothman of WFA on 8222 9255.

CONFERENCES, SEMINARS AND WORKSHOPS

Symposium on Grapevine Physiology and Biotechnology

Adelaide will host the 8th International Symposium on Grapevine Physiology and Biotechnology from 23-28 November 2008. The event is held every four years, showcasing the latest research across the spectrum of disciplines from applied physiology through to cutting edge molecular biology.

This year's event will have a specific focus on new techniques in biotechnology being used to advance the understanding of vine physiology. To obtain more information or register, click [here](#).

Winery Engineering Conference

The 2008 Winery Engineering Association Conference and Exhibition is scheduled for 18-20 June 2008 in the Barossa Valley. The conference will focus on improving vintage by reducing losses and increasing yields to improve winery performance. Key speakers will address these issues, while workshops will provide opportunities to share and improve knowledge for the whole winery team. Scheduled sessions include:

- § Water reduction strategies
- § Advances in equipment and processing techniques
- § Energy conservation and management opportunities
- § Carbon accounting.

For more information, contact Trevor Leighton (0417 597 956 or tleighton@bigpond.net.au) or click [here](#).

Operational Excellence Workshop: Maximising Production Capacity

Provisor have devised a series of Operational Excellence workshops for the wine industry, centred around Lean Manufacturing and Six Sigma. Each workshop will focus on a different aspect of business

improvement, and will highlight the key tools and techniques required to make the most significant impact on your business.

The first workshop (1 July, Adelaide) will focus on maximising production capacity through boosting production levels, improving change-over times and reducing line downtime.

The \$10,000 fee per company includes 6 places at the 1-day training seminar, plus 2 days of one-to-one on-site support for each company, using Provisor's own in-house Lean Six Sigma experts. A follow-up event will allow improvements to be showcased and performance to be benchmarked.

For further details about the program, contact Neil Scrimgeour (0434 909 676 or neil@provisor.com.au) or visit www.provisor.com.au.

Family Business Australia's South Australian State Conference

Family Business Australia's South Australian State Conference is scheduled for May 21 at the Sebel Playford Hotel in Adelaide. The theme for the conference is '*You cannot NOT be part of the family business.*'

To register, or obtain more information, phone Family Business Australia on 8376 5598 or click [here](#).

Sustainable Agriculture Course

NutriTech Solutions Pty Ltd is offering a four day course (\$599 per person) covering leading edge biological farming techniques and a field trip on the fifth day to local farms implementing these techniques. Participants will take away strategies to improve soil quality, reduce water consumption and reduce or eliminate pesticide applications.

Courses are held at Yandina (Qld), and are scheduled for 14-17 July and 10-14 November. Past attendees have included DPI (Forestry Plantations QLD), Woolworths - South Africa, TAFE and university representatives.

For further information or to register, visit www.nutri-tech.com.au, or contact Suzi Nicholas on (07) 5472 9900 or suzi@nutri-tech.com.au.

Dates for your diary

2008

- § 8-10 May, [Seoul International Wine & Spirits Expo](#), South Korea
- § 9-11 May, [China International Wine and Liquor Expo](#), Shanghai
- § 11-13 May, [Australian Regional Economies Conference 2008](#), Central Coast
- § 12-13 May, [Wineskills Program](#), Adelaide
- § 13-16 May, [Spring Wine Mission to Japan](#), Japan
- § 14-17 May, [Seoul Food & Hotel](#), South Korea
- § 20-22 May, [London International Wine Fair](#)
- § 21 May, [Family Business State Conference](#), Adelaide
- § 27-29 May, [Vinexpo](#), Hong Kong
- § 30 May – 1 June, [Good Food & Wine Show](#), Melbourne
- § 3-5 June, [Interwine China 2008](#), Guangzhou (China)
- § 18-20 June, [Winery Engineering Association Conference](#), Barossa Valley
- § 20-22 June, [Good Food & Wine Show](#), Sydney
- § 1 July, [Operational Excellence Workshop](#), Adelaide
- § 11-13 July, [Good Food & Wine Show](#), Perth
- § 14-17 July, [Sustainable Agriculture](#), Yandina
- § 14-16 August, [Hong Kong International Wine Expo](#), Hong Kong
- § 5-7 November, [Wine & Gourmet ASIA 2008](#), Macau (China)
- § 7-9 Nov, [Good Food & Wine Show](#), Brisbane
- § 10-14 November, [Sustainable Agriculture](#), Yandina
- § 23-28 November, [Symposium on Grapevine Physiology and Biotechnology](#), Adelaide
- § 11-13 December, [India International Wine Fair](#), Mumbai

Industry Partners

FINLAYSONS

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www.svs.com.au/wineindustry



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