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Message from the Chief Executive

What a difference a month makes! During September, the South Australian government announced that water allocations would increase from 6% - 11% from 1 October, with a 75% chance allocations would increase to 25% by May 2009. Irrigators face important decisions over the next couple of months to secure sufficient water to ensure vines survive even before considerations about bearing fruit. With below average rainfall for September, it is easy to be concerned about the immediate future.

In a major announcement by the Federal Government, a \$57M assistance package has been provided for River Murray irrigators. The package is designed to help irrigators leave the industry but stay on the land. It applies to holdings of 15 or less hectares and provides \$150,000 as an exit grant, \$10,000 to remove permanent plantings and \$10,000 to retrain. These amounts are in addition to owners being able to sell their water entitlements. Approximately 1,000 irrigators are expected to be eligible.

In addition, the South Australian government has announced a \$67M plan (until June 2009) to buy extra water in the market for irrigators whose properties have a viable long term future. This plan recognises that an 11% allocation is not enough to keep vines alive. Roughly 2,500 irrigators are expected to be eligible.

While specific details of the package and the plan are thin on the ground - and "the devil is always in the detail" - these announcements will impact on those leaving and remaining in the wine industry. Depending on the uptake it will no doubt change the "look" of the industry with a potential to address some of the oversupply issues, but it may also impact on current contracted supply of wine grapes. What happens under these proposals should be closely monitored by industry participants, particularly its implementation and the resultant uptake.

Allocations, packages and plans provide hope for those that need it most, however individual assessment will determine whether it is the right choice for the time. We will endeavour to provide further information to members as it becomes available.

Please join us in welcoming two new association staff members. Jodie Pain will manage the Wine Industry Sector Agreement project, and Tanya Best will provide support to association staff and keep our office functioning efficiently. Next time you call the association or drop in please make sure you introduce yourself. We trust that Jodie and Tanya will enjoy their work and service to the wine industry.



Brian Smedley

FEATURE ARTICLES

Annual Occupational Health Safety & Welfare Seminar – November 2008

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

SAWIA's annual Occupational Health and Safety Seminar will be held in the Barossa (20 November) and Coonawarra (27 November), a must attend event for those people in the industry with OHSW responsibilities.

The full-day seminar will focus on topical OHSW issues relevant to the wine industry including the proposed changes to OHSW legislation, return to work strategies and ways of managing the most common injuries experienced in our industry.

Detailed information will be forwarded to members in the near future. In the interim, queries can be directed to Sarah Hills (8222 9212 or sarah@winesa.asn.au) or Egon Schwidder (8222 9273 or egon@winesa.asn.au).

Cellar Door Experience starts at show!



More than 2,100 participants enjoyed the Cellar Door Experience at the Royal Adelaide Show from 5 - 13 September 2008, with virtually every session filled to capacity for the full nine days!

The objective of the Cellar Door Experience was to attract the infrequent and occasional wine consumers, while promoting South Australian "...wines that come from somewhere – rather than anywhere..." in support of Wine Australia's Regional Heroes. There were six free educational wine tasting presentations per day, with each session focussed on the wines of a particular region. Participants ranged in age from 18 through to the late 70's, with a surprisingly strong representation of Asian students and a significant number of novice wine drinkers.

The Cellar Door Experience atmosphere was informal and welcoming to the novice, yet offered more for the experienced consumers and those wanting to explore new tastes and styles. It was an opportunity for wine consumers to become more confident and adventurous with their future wine selections and gain regional information. Many people were back for a second and third year in a row – making the Cellar Door Experience part of their annual visit to the Royal Show.

These educational initiatives stimulate regional tourism and domestic sales, while offering excellent promotional opportunities for individual wineries. Perhaps some of the best feedback came from an unannounced representative from one of the participating wineries, who on completion of the session identified himself and said "...this is great!"

SAWIA and the Royal Agricultural & Horticultural Society (RAHS) teamed up for the third consecutive year to host the event. One of SAWIA's responsibilities is to liaise with participating regions to procure and showcase wines for the Cellar Door Experience. SAWIA members that are interested in contributing wines for next year's event should contact Marcia Burnett on 8222 9271 or marcia@winesa.asn.au.

Jodie Pain to drive Wine Industry Sector Agreement



We are delighted to announce that Jodie Pain has recently commenced as Project Manager for the Wine Industry Sector Agreement - Climate Change and Greenhouse Emissions Reduction. Jodie has previously worked on a number of environmental projects in the wine industry, including the development of the Australian Wine Industry Stewardship Program and the City of Onkaparinga's Sustainable Industries Food and Wine Project.

Jodie will be responsible for implementing the Sector Agreement, a two year project that will inform the wine industry of issues surrounding climate change, while encouraging and assisting industry to measure and report their carbon footprint. The data, which will be gathered using a tool based on the International Wine Carbon Calculator, will provide a benchmark from which the industry can set long term targets for reduction of greenhouse gas emissions.

Information sessions will be conducted throughout the regions in early 2009. These sessions will look at climate change, the Sector Agreement, and how industry can participate in measuring and reporting greenhouse gas emissions. A series of workshops stepping through use of the carbon calculator will follow, allowing participating grapegrowers and wineries the opportunity to report their greenhouse gas emissions for 2009/2010. Details of the information sessions will be reported in the coming months, so watch this space!

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*. Each of the parties is contributing towards the cost of the project.

Coming from a family of grape growers, Jodie is looking forward to assisting the wine industry with the implementation of the Agreement. She can be contacted on 8222 9278 or jodie@winesa.asn.au.

Top international awards to SAWIA members - Wolf Blass and Peter Lehmann

Wolf Blass has been honoured as International Red Winemaker of the Year at the 2008 International Wine Challenge in London. The International Wine Challenge is the world's largest wine competition, with panels tasting more than 9,000 wines from 40 countries.

Also in London, at the Decanter World Wine Awards Dinner on 3 September, it was announced that Peter Lehmann Wines had won two major international trophies. The Eden Vally 2002 Reserve Riesling won top Riesling with the Margaret Semillon (Barossa Valley) 2002 taking honours for best White Single Varietal.

Please join us in congratulating all of the people responsible for these outstanding performances in the international arena.

SAWIA welcomes Tanya Best



Please join us in welcoming Tanya Best as the association's new Executive Administrator, providing invaluable support to the rest of the SAWIA team. Tanya is looking forward to helping members, and will be there to answer your queries or direct you to the right person for assistance.

Tanya has extensive experience as an Administrator and Personal Assistant in a variety of industries. She also has first-hand experience of the wine industry, having worked as a winery weighbridge attendant. A number of family and friends are also involved in growing winegrapes.

Tanya can be contacted on 8222 9277 or tanya@winesa.asn.au.

EMPLOYEE RELATIONS & OHSW

Federal System Employers – Wage rate increases under Award NAPSA's now in effect!

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

As reported in past newsletters, wage rate increases under Award NAPSA's (Notional Agreements Preserving a State Award) take effect from the first pay period commencing on or after 1 October 2008. These increases flow on to junior employees, employees to whom training arrangements apply, employees with a disability, casual employees and employees receiving piece rates of pay.

The new pay scales were distributed via email to members (based on requested award/NAPSA service) in September 08. Copies are available to members from the Resources section of the Federal IR [page](#) of SAWIA's website. Also available are the Federal minimum wage rates for award free employees.

Members can contact Sarah Hills (8222 9212 or sarah@winesa.asn.au) or Egon Schwidder (8222 9273 or egon@winesa.asn.au) for more information.

State System Employers - Wage rate increases now operational!

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

Members are reminded that new rates of pay under South Australian state awards and the Minimum Standard for Remuneration (MSR) start from the first pay period on or after 1 October 2008. These increases flow on to juniors, trainees and other employees.

SAWIA has prepared the new pay scales for applicable wine industry South Australian State Awards and distributed them via email to members (based on requested SA State Awards service). Copies are available to members from the Resources section of the State IR [page](#) of SAWIA's website.

Members can direct any questions to Sarah Hills (8222 9212 or sarah@winesa.asn.au) or Egon Schwidder (8222 9273 or egon@winesa.asn.au).

Responsible Officer Training for the Wine Industry

NB: The following article applies to all body corporate employers in South Australia.

There has been very positive feedback to SAWIA's Responsible Officer Training sessions in key wine regions around South Australia during July, August and September 2008. The response from participants has been excellent, with the training providing relevant and useful information that clearly identifies Occupational Health Safety & Welfare (OHSW) responsibilities. The sessions also offer an important forum for the participants to discuss and share common OHSW issues in the wine industry.

In order to comply with the *Occupational Health, Safety and Welfare Act 1986*, every employer (that is a body corporate) must appoint a responsible officer. Under the Act, the responsible officer must within 3 months of their appointment, undertake the accredited training to ensure that they fully understand their OHSW legal obligations. The responsible officer is held legally accountable for the health, safety and welfare obligations of the employer to employees, customers and visitors in the workplace.

Subject to sufficient demand, SAWIA will be offering extra training sessions before Christmas. To obtain more information or register your interest, contact Sarah Hills (8222 9212 or sarah@winesa.asn.au) or Egon Schwidder (8222 9273 or egon@winesa.asn.au).

Introducing Australia's new workplace relations system

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

On 17 September 2008, Julia Gillard (Workplace Relations Minister) provided some details about what we can expect to see included in the substantive *Forward with Fairness* legislation. This legislation is likely to be introduced into the Federal parliament in late October or November this year.

The *Forward with Fairness* system will govern industrial relations in Australia from 1 January 2010 (or earlier in some cases), and will be constituted by a number of key elements - some of which were canvassed by the Minister as follows:

- § "Prohibited content" is to be pruned back
- § Appointment of a new independent umpire (*Fair Work Australia*)
- § New unfair dismissal regime to commence 1 July 2009
- § Certain changes to protected industrial action.

For more information, refer to the News section of the Federal IR [page](#) of SAWIA's website. For more information, members can contact Sarah Hills (8222 9212 or sarah@winesa.asn.au) or Egon Schwidder (8222 9273 or egon@winesa.asn.au).

DROUGHT, ENVIRONMENT & SUSTAINABILITY

Water update

The South Australian government recently announced that water allocations would increase from 6% - 11% effective 1 October, with a 75% chance allocations would increase to 25% by the end of May 2009.

The South Australian Government has revised down its water allocation projections this year. In the July forecast, there was an even chance that allocations would rise to 52 per cent by the end of November. This has now worsened to an even chance of a 28 per cent allocation by the end of November, and a 42% allocation by the end of May 2009. The Government also warns that if minimum inflows continue into next year, it is likely allocations will stay at 11 per cent until May 2009.

The Bureau of Meteorology is now forecasting a 40-55% chance of exceeding median rainfall over the southern Murray-Darling Basin, compared to a 55-65% chance in the northern Murray-Darling Basin. With regard to temperatures, there is a 65-80% chance of exceeding median maximum temperatures in the southern Murray-Darling Basin, and a 60-70% chance in the northern Murray-Darling Basin.

For all the latest reports on restrictions, allocations and projections, click [here](#).

AWBC launches Winegrape Water Monitor

The Australian Wine and Brandy Corporation (AWBC) has released the first edition of the *Winegrape Water Monitor*, a monthly monitor of the water and weather influences on the 2009 winegrape crop.

The report provides a regular update on the key variables that may impact on the size of the crop - rainfall, temperature, water allocations, system inflows, water storage levels and water trading. It also provides insights to season prospects as well as assisting industry manage resources in the vineyard.

Released on the 16th of each month to coincide with allocation announcements, this free report can be accessed via www.wineaustralia.com/winefacts under the Grapegrowing category.

For more information about any of the winefacts reports, contact the AWBC on 8228 2010 or info@wineaustralia.com.

EXPORT, MARKETING & PROMOTION

Drinks Trade tasting for Wine List

Drinks Trade, the magazine of the Liquor Merchants Association of Australia, is inviting product samples for review by a panel of experts in its new regular section called "Wine List". The magazine is direct mailed to over 18,000 licensed venues and outlets nationally.

The magazine regularly contains detailed features surrounding different channels and categories within the industry. As a new feature, *Drinks Trade* will be hosting wine tasting sessions, where the relevant style or region of wines being explored in the feature will be analysed by a panel of wine industry experts. The tasting panel will be headed by Master of Wine, Rob Geddes.

Highlight wines from each category will be considered for publication. Rankings or scores will not be published. 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. The panel is made up of representatives from the wholesale, retail, educator, marketing and service side of the wine industry.

The Dec/Jan 09 Issue of *Drinks Trade* will include the results of a tasting of Australian sparkling white and rosé (over \$15 RRP). To participate, samples must be submitted by 14 October.

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

East China Regional City Food & Beverage Study Tour

Austrade has organised a study tour of three Chinese regional "second-tier" cities - Nanjing, Wuhan and Hangzhou from 24-28 November. The study tour has been designed to support businesses (including wineries) exhibiting at Food & Hotel China in Shanghai in December, or those already exporting to China and looking to expand their regional networks and profile.

According to Austrade, regional "second-tier" cities are proving to be exciting, emerging markets for Australian exporters and offer considerable opportunity for market entry and sales growth. However, these markets are not well known or understood.

Austrade's East China Regional City Study Tour will assist Australian food and beverage exporters to better understand the market environment and trends through a tailored, group visit program of guided retail site tours and networking events.

For more information, click [here](#) or contact Julie Ann Nichols on Julie-Anne.Nichols@austrade.gov.au or +86 (21) 6321 1333.

Virtual wine showcase in Japan

Austrade is inviting up to 17 Australian wineries interested in exporting to Japan to attend a virtual wine showcase. Wines will be tasted by up to 20 potential buyers across five locations in Japan. Each importer will be offered a private tasting in a comfortable setting.

Applications are due by 5 November, with tastings scheduled for December 2008 and January 2009. For more information, click [here](#) or contact Julianne Merriman of Austrade on julianne.merriman@austrade.gov.au or 02 4926 3922.

OTHER

Future Leaders - Succession for the Australian Wine Sector

Applications are now open for the 2008 Future Leaders program, designed to foster the next generation of skilled and committed industry leaders so essential to the future success of the industry. The program is designed to develop leadership and collaboration talents for the participants that will benefit the future business environment of the wine sector, while also giving participants a new insight into the management of their individual roles.

The Future Leaders program commenced in 2006, with thirty talented, skilled and enthusiastic Future Leaders having completed the program and primed to take on key industry roles and responsibilities. The leadership and collaboration talents developed by participants not only benefits the industry, but is also of considerable value to participants and their organisations.

Applications close on 31 October, with the next course commencing in May 2009. Applications are encouraged from people across the value chain. To apply, click [here](#) or contact Deb Clarke at the Winemakers' Federation of Australia on 8222 9255 or deb@wfa.org.au.

National Measurement Amendment Bill

The *National Measurement Amendment Bill* has been introduced to Federal parliament with the intention of establishing a single national trade measurement system effective 1 July 2010. This would replace the current fragmented State and Territory system, simplifying operations for the Australian wine industry. The new national system will slash red tape while maintaining the accuracy and reliability of trade measuring instruments such as scales, fuel dispensers and weighbridges.

The new legislation will also establish the Average Quantity System (AQS) which is an internationally recognised system for confirming that pre-packaged items, including beverages, contain the stated quantities. AQS has already been adopted by many of Australia's major trading partners, including Japan, the European Union and the United States. It is estimated this will save the Australian wine industry approximately \$19 million per year, and help to increase our international competitiveness.

For more information contact Kelli Orrell of the Winemakers' Federation of Australia on 0407 274 146.

Australia's Future Tax System Review

During September, members were notified that the Australian Government's review of Australia's tax system had released a discussion paper Architecture of Australia's Tax and Transfer System available [here](#).

Given a very tight reporting deadline, members were requested to provide feedback to the Winemakers' Federation of Australia (WFA) by 25 September 2008. This feedback is now being used by WFA to prepare a submission on behalf of the wine industry.

The Government's Review Panel is expected to release a consultation paper before the end of 2008, followed by a public consultation process. SAWIA will ensure members are kept informed, as there will be opportunities to provide feedback at each stage of the process.

Daylight saving commenced 5 October

Confused about time zones in Australia? Clocks advanced one hour for the states of NSW, Victoria, Tasmania, South Australia and ACT on 5 October 2008. You may want to note in your diary to put back the clocks one hour on Sunday 5 April 2009 at 3.00am.

In Western Australia, daylight saving commences on Sunday 26 October and finishes Sunday 29 March 2009.

Queensland and Northern Territory do not observe daylight saving so it could be earlier than you think!

While this year represents more states agreeing to common start and finish dates, we haven't yet obtained consistency for ease of application.

Dates for your diary

2008

- § 14-18 October, [Canberra International Riesling Challenge](#)
- § 16-18 October, [Wine For Asia 2008](#), Singapore
- § 17-19 October, [Coonawarra Cabernet Celebrations](#), Coonawarra
- § 18 October, [Riverland Wine and Food Festival](#), Berri
- § 22-24 October, [China Premier Wine Expo](#), Shanghai
- § 14-17 October, [National Cool Climate Wine Show](#), Bathurst
- § 5-7 November, [Wine & Gourmet ASIA 2008](#), Macau (China)
- § 6 November, [Some Like it Hot Seminar](#), Renmark
- § 7-9 Nov, [Good Food & Wine Show](#), Brisbane
- § 13 November, [Outlook 2008](#), Sydney
- § 10-14 November, [Sustainable Agriculture](#), Yandina
- § 23-28 November, [Symposium on Grapevine Physiology and Biotechnology](#), Adelaide
- § 24-28 November, [East China Regional City Study Tour](#), China
- § 27-29 November, [Interwine China 2008](#), Guangzhou (China)
- § 2-4 December, [Vinitech](#), France
- § 2-4 December, [IFEI India](#), India
- § 4-6 December, [China's Definitive Hospitality Industry Event](#), Shanghai
- § 11-13 December, [India International Wine Fair](#), Mumbai

2009

- § 3-6 March, [Foodex](#), Tokyo
 - § 12-15 March, [Taste of Sydney](#)
 - § 29-31 March, [Prowein](#), Dusseldorf Germany
 - § 2-6 April, [VinItaly](#), Verona Italy
 - § 6-9 May, [HOFEX](#), Hong Kong
 - § 12-14 May, [London International Wine and Spirit Fair](#), London
 - § 13-16 May, [Seoul Food & Hotel 2009](#), Korea
 - § 3-5 July 2009, [China Int'l Alcoholic Drinks Expo](#), Beijing
 - § 20-23 August 2009, [Taste of Melbourne](#)
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