



SOUTH AUSTRALIAN WINE INDUSTRY
ASSOCIATION INCORPORATED

Newsletter - 26 March 2019 - South Australian Wine Industry Association



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Message from the Chief Executive

SAWIA continues to advocate strongly regarding the government's **Container Deposit Scheme proposal**. I personally thank members who are showing support and highlighting concerns by writing to members of Parliament. SAWIA is well represented at various levels of engagement, strongly voicing the industry's concerns about the lack of objective support for the proposed changes. Refer to the **Feature Article** below for details, including the actions that you can take.

The State Government's Bill to repeal **labour hire laws** has passed the lower house and is set for debate in the upper house. SAWIA has been heavily involved in driving the repeal of these laws, and is closely monitoring the debate as the Bill progresses through the Parliamentary process.

On March 20, the State Government introduced the **Landscape SA Bill** into State Parliament which follows a period of consultation with SAWIA and other stakeholders over the past year. The Bill seeks to reform the way natural resources are managed with Regional Natural Resource Management Boards being replaced by 9 regional Landscape Boards. The Bill proposes a simpler and more accessible system, caps water and land levy increases to CPI and provides a greater voice for regional communities.

SAWIA continues to represent members' interests with regards to discussions around **increases to liquor licensing fees and changes to liquor licence types**. Refer to the **Industry & Government** section below for details.

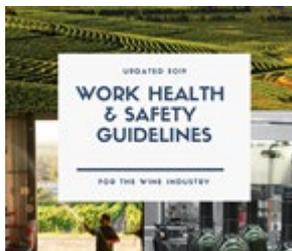
On a very sad note, Peter Wall AM passed away on 19 March 2019. Peter, a well-respected honorary member of SAWIA, past SAWIA President (1986-1989) and chair of SAWIA's Industrial Relations Sub-committee for many years provided an enormous contribution to the wine industry and SAWIA. Refer to the **Feature Article** below.

I also wish to advise that Sarah Hills, Business Services Manager, has notified me of her intention to resign her employment with SAWIA. Since starting in July 2005, Sarah has made a significant contribution and we wish her well for the future. Sarah will finish on 18 April 2019.



FEATURE ARTICLES

Stay abreast of key WHS issues + receive advance copy of new WHS Guidelines



SAWIA is hosting regional workshops around South Australia (8-23 May) to raise awareness of individual obligations under the WHS Act and highlight essential tools for implementing a compliant WHS system. All participants will receive an advance copy of the new *2019 Work Health and Safety Guidelines for the Wine Industry*.

The 2019 Guidelines include major updates from the previous version published in 2014. This includes two whole new sections:

- **Supply Chain Management** covering your chain of responsibility obligations as a wine industry employer under the Heavy Vehicle National Law
- **Managing claims under the Return to Work Scheme**, including how it works and your responsibilities.

The Guidelines are an invaluable resource used by hundreds of businesses to provide wine industry specific information and tools needed to plan, implement and review an effective work health and safety system.

The workshops are suitable for business owners, directors, managers, supervisors and anyone else with Work Health Safety responsibilities.

To register, or to obtain more information, click [here](#) or contact SAWIA's WHS specialist Zvonko Levak on 8222 9273 or zvonko@winesa.asn.au.

20th Annual National Wine Industry Salary & Benefits Survey - Your definitive guide



Not sure how much to pay your employees or where you sit in the market place? Looking to recruit or retain the right talent? SAWIA's 20th annual National Wine Industry Salary & Benefits Survey helps you to answer these questions with a wealth of information on a national and state basis.

The survey provides comprehensive information about the wine industry's salary and benefits practices and trends across 57 positions including winemaking, viticulture, sales, finance and many more. The results will be published in the Wine Industry Salary and Benefits Survey Report that will be available on 7 June 2019.

To register your participation or to obtain more information, click [here](#). Participants enjoy a substantial discount off the cost of the final report.

If you have any questions, contact Henrik Wallgren on 8222 9270 or henrik@winesa.asn.au.

Container Deposit Scheme proposal lacking objective evidence



SAWIA continues to work through the “nitty gritty” of the government’s Container Deposit Scheme review, but it is clear that the direct costs to the South Australian wine industry will be in the millions of dollars. This includes application fees for wine label approvals, and the need for wine producers to enter a Waste Management Agreement with a “super collector”.

All of this would also mean another layer of red tape and another pile of paperwork. As highlighted in our recent **submission** responding to the Government’s scoping paper, there is a lack of supporting evidence that demonstrates the need for any change. Given this situation, SAWIA supports maintaining the status quo.

SAWIA has held numerous meetings with Members of Parliament to strongly voice the wine industry’s concerns about the review. In meeting with the Environment Protection Authority (EPA) on 20 March, the Government reiterated to SAWIA that no decisions have yet been made in relation to the review. SAWIA continues to advocate strongly on behalf of members, being well represented on the EPA’s Stakeholders Reference Group (which includes the Chair of SAWIA’s Environment Committee and SAWIA’s CEO) which meets again on 10 April.

SAWIA members are encouraged to express your views now on how any of the changes will impact your business to your local parliamentarian, and to David Speirs (South Australian Minister for the Environment and Water) or Tim Whetstone (South Australian Minister for Primary Industries and Regional Development).

SAWIA will continue to keep members informed as this matter progresses. In the interim, members are welcome to contact Brian Smedley on 8222 9277 or brian@winesa.asn.au with any questions or to discuss this matter further.

WSET courses now available at discounted prices for SAWIA members



We are pleased to announce that SAWIA, in conjunction with TAFE SA, are now offering WSET Level 2 and Level 3 courses in Adelaide and around South Australia’s wine regions.

The WSET (Wine & Spirit Education Trust) is a globally recognised education course operated through their Approved Program Providers around the world. TAFE SA is the leading provider of WSET qualifications in South Australia and will be running the courses on behalf of SAWIA, with their highly-respected team of wine educators led by Gill Gordon-Smith.

Studying a WSET course creates new career pathways for wine industry professionals and new opportunities to collaborate across the industry. It is an excellent way to add value to your workforce while giving your business a competitive advantage through investing in highly educated employees.

SAWIA is pleased to offer discounted prices that are only available to SAWIA members and NWETC wine course alumni.

Places are limited to 15 students per course, with bookings being taken on a first-come-first-served basis. You can book [here](#). More information is available [here](#) or contact Rhys Howlett on 8222 9271 or rhys@winesa.asn.au.

Vale – Peter J Wall AM



We sadly note the passing of Peter Wall, who served the wine industry of South Australia and SAWIA with tireless energy and dedication over many years. Peter was awarded honorary membership of SAWIA in 1994, and actively continued to support the association with regular input across his many areas of interest and expertise.

Peter first became involved with the Wine & Brandy Producers' Association (as SAWIA was called) in 1981 when he represented the association at a meeting of industrial advocates and personnel managers regarding proposed amendments to the scope of the Wine & Spirit Industry (SA) Award.

In 1982, Peter became very actively involved with the Grape Prices Sub-committee. He was also appointed to the Industrial Sub-committee that year, remaining involved as Chair until September 1996.

Peter served on the Executive Committee of the Association from 1984 representing S Smith & Son Pty Ltd following the resignation of Mark Hill Smith as the company representative. Peter was President of the Association from 1986 – 1989 and continued his valuable service on the Executive Committee until August 1998.

Peter also instigated the formation of the Occupational Health & Safety Working Group, initiating a National Industrial Relations Committee and driving the establishment of vocational education and training within the wine industry. He was Chairman of the Wine Industry Training Reference Group (REG) and in 1994 became the inaugural Chairman of WINETAC, the Wine Industry National Education & Training Council.

In 1992, Peter helped to establish a national accreditation scheme for the propagation of vine material – then known as the National Vine Accreditation Committee. His interest, knowledge and dedication to the better utilisation of natural resources, particularly water, was well known and greatly appreciated.

Peter's areas of "special expertise" had no bounds and his input and myriad of ideas were invaluable. He even took personal interest in SAWIA's administration, personally introducing the association to its first computer and writing its financial program.

Vale Peter. The South Australian wine industry would not have been the same without you.

INDUSTRY & GOVERNMENT

Watch for changes to liquor licences and fees

SAWIA continues to strongly represent members' interests in discussions with government around **increases to liquor licensing fees**. Following SAWIA's response to a second detailed proposal at a meeting held on 4 March, the State Government (through Consumer and Business Services) advised that they were proceeding to obtain approvals for the new fees. Disappointingly, Consumer and Business Services has not been receptive to suggestions about potential changes to the fees.

It is also important to note that the **transition to new licences** (12 licence types transitioning to 8) is also being progressed by the government at the same time.

What this all means is that members will soon receive details about fees and changes to licence types. We continue to be concerned about the proposed fee changes, and the impact on wine businesses. Members will need to carefully assess this information once received from Consumer and Business Services, and SAWIA will welcome your views. As part of this process, holders of special circumstances licences will need to carefully assess the impact of changes to licence types on business operations.

Liquor Licensing reform started back in 2015 and implementation looks like being complete in

mid-2020. For more information, SAWIA members can contact Brian Smedley on 8222 9277 or brian@winesa.asn.au.

Turning the tide on single-use plastics



SAWIA has made a **submission** on behalf of members responding to the South Australian government's discussion paper *Turning the tide on single-use plastic products*.

The South Australian wine sector is not a large user of single-use plastics and does not make a significant contribution to the problems caused by them. SAWIA agrees that efforts to combat the environmental impacts of single use plastics should be targeted to where they have the most benefit.

SAWIA is concerned by the observation made in the discussion paper that the Australian Packaging Covenant may have failed to drive reductions in waste emanating from the "supermarket aisle", and SAWIA urges Green Industries SA to lead appropriate response actions.

For more information, contact Mark Gishen on 8222 9278 or mark@winesa.asn.au.

EMPLOYEE RELATIONS / WORK HEALTH & SAFETY

New online tool to prevent common viticulture injuries – Free training session



A new online health and wellbeing tool that will help vineyard workers with musculoskeletal and related health topics will be launched at free training sessions in May.

SAWIA has partnered with Pinnacle Workplace Consultants and WGCSA, supported by funding from SA Health, to develop an online tool that provides practical advice in an informative way incorporating animated characters as well as real life examples. Topics covered include health and fitness, fatigue, working in extreme temperatures and manual tasks.

To help businesses get the most from the online tool, free sessions are being scheduled during May for businesses interested in sending supervisors, managers and/or workers to become champions of change in your workplace.

For more information or to register your interest contact SAWIA's WHS specialist, Zvonko Levak, on 8222 9273 or zvonko@winesa.asn.au.

A fresh set of eyes on your health and safety practices and systems

The idea of introducing an outsider to review or audit your health and safety systems may sound like a worrying proposition. However, a fresh set of eyes from someone familiar with the industry can be invaluable for identifying not only practical improvements to ensure compliance, but also recognising and reinforcing what your business is already doing well.

Reviews and audits are an essential tool for enhancing the work already invested in your health and safety systems, strengthening those systems as part of a continuous improvement process.

A work health and safety audit/review by SAWIA will provide you with a written report containing practical recommendations to ensure your compliance with work health and safety laws.

If you are interested in a review of your safety systems or getting advice on any other health and safety matter in your workplace, contact WHS specialist Zvonko Levak on 8222 9273 or zvonko@winesa.asn.au.

Single Touch Payroll alert



Bentleys, SAWIA's Wine Industry Partner, reminds SAWIA members that Single Touch Payroll reporting commences from 1 July 2019 for employers with up to 19 employees, following on from the 1 July 2018 commencement for employers with 20 or more employees. Employers are required to report payments, such as salary and wages, PAYG withholding and superannuation information, directly to the Tax Office from their payroll software at the time they pay their employees.

Single Touch Payroll does not change the underlying processing or taxing of payroll, but it does change what you need to report on and how often you need to report your payroll activities to the Tax Office.

Single Touch Payroll does not impact the structure of any employee remuneration payments, or your pay cycle. It is a reporting mechanism only for your current payroll.

For more information, click [here](#) or contact Tim Siebert of Bentleys SA on 0417 802 654 or tsiebert@adel.bentleys.com.au.

SALES MARKETING & PROMOTION

United Kingdom activities under Wine Tourism State Grant

As reported in SAWIA's February newsletter the promotional activity aligned to the South Australian International Wine Tourism Strategy, and supported by \$2 million of federal and state government funding, is now well underway. The activity, which is being overseen by SAWIA, focuses on China, Hong Kong, USA and UK. **This month's update focuses on activity in the United Kingdom, with regular updates to follow in subsequent newsletters.**

The objectives of the UK campaign are to:

- Educate, inform and enthuse premium audiences on the world class wine and food experiences on offer in South Australia
- Reinforce Adelaide as Australia's vineyard city and one of the Great Wine Capitals of the World
- Drive conversions and immediacy in terms of booking intention to Adelaide and the wine experiences in South Australia.

Six content articles are live including **Adelaide & Hills**, **Barossa**, **Coonawarra**, **Epicurean way**, **d'Arenberg Cube** and **South Australia**.

The SATC is telling South Australia's wine story through an integrated content driven campaign with The Times via print and digital activations. The initial focus is on South Australian wineries in the Ultimate Wineries of Australia portfolio as they are strong premium brands whose labels are accessible in the UK and also have internationally bookable and appealing experiences. The idea is to create a wine story, from the makers and the labels on the bottles to the different wine regions and the wide experiences offered at cellar doors.

Integration with a booking partner is being undertaken to drive conversion and sales to South Australian wine regions.

For more information, SAWIA members can contact Brian Smedley on 8222 9277 or brian@winesa.asn.au.

This grant supports activity aligned to the South Australian International Wine Tourism Strategy supported by the Australian Government's \$50 million Export and Regional Wine Support Package. Funding was also provided by the South Australian Government through Primary Industries and Regions SA. SAWIA was successful in obtaining State grant funding through the International Wine Tourism State or Competitive Grants Program. Additional campaign funding has also been provided by the South Australian Tourism Commission (SATC) for specific markets.

Advance notice – Watch for upcoming pop-up events

SAWIA members should watch for details of two planned upcoming events.

Earthsip, celebrating the top drops from South Australia's sustainably-minded wine businesses, is being held in early May at Tandanya in Adelaide. This event is for wine producers who have made changes to the way grapes are grown and wines are produced for the ongoing betterment of the land and our planet. Whether through water re-use, revegetation programs or soil enhancement – if you have a story to share with consumers about your sustainable activities then this will be a great event for you.



Reserved, in late June at the SA Museum on North Terrace, will follow-on from last year's highly successful event. It will have the same theme as last year's Museum event, and is designed to showcase museum, special release, cellar-door-only or reserved wines alongside more accessible ranges. This event will be a special way to engage with consumers in an iconic space, sipping wine amongst the mammals.

We will be calling for expressions of interest soon. In the interim, members wanting more information can contact Rhys Howlett on 8222 9271 or rhys@winesa.asn.au.

Strong support from industry for wine courses



“Thank you!” to the many wine businesses that responded to the recent call-out for wine donations to support SAWIA’s National Wine Education & Training Centre wine courses. We have had a great response – well over 60 dozen wines have been donated so far covering a vast array of varieties, regions and styles.

The cellar looks great, with so many excellent wines to select for each course and it’s exciting to think of potential new courses we can offer to engage and educate consumers. The wines come from diverse regions, and range from traditional regional heroes through to new and emerging varieties, interesting blends and modern approaches to classic wine styles. This helps us to provide excellent educational experiences for wine course participants.

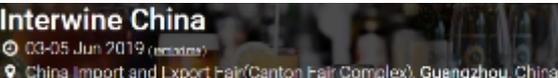
For any members who have been too busy with vintage to look at donating wines, there is no time limit on when to do so. All wines are welcomed and greatly appreciated, with sparkling and dessert wines areas where the cellar could particularly use some help.

For more information, or to donate wines for the wine courses, contact Rhys Howlett on 8222 9271 or rhys@winesa.asn.au.

Marketing workshops and webinars

	Growing Wine Exports		Growing Wine Tourism
Webinar: Optimising On-Premise Sales 14 May @ 12:30 pm - 1:30 pm ACST			

Promotional opportunities

 Hong Kong International Wine & Spirits Fair 香港國際美酒展 7-9 Nov 2019 Hong Kong Convention and Exhibition Centre	 Interwine China 03-05 Jun 2019 (recurring) China Import and Export Fair (Canton Fair Complex), Guangzhou, China
 Wines & Spirits EXPO 2019	 WINE ISLAND

Wine competitions



Draft Tourism Plan open for comment

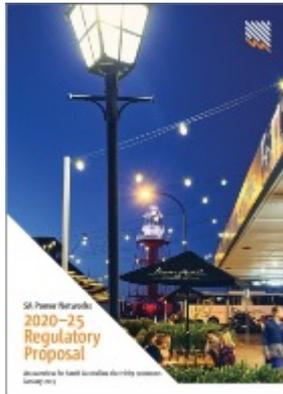


The **South Australian Visitor Economy Sector Plan 2030**, setting the vision for the industry through to 2030, is now open for industry feedback.

The easiest way to provide feedback is to fill out a survey which can be accessed [here](#).

SUSTAINABILITY

SA Power Networks Proposal for 2020-25 – SAWIA seeks more savings



The Australian Energy Regulator is now calling for submissions on SA Power Networks' *2020-25 Regulatory Proposal* for managing electricity distribution.

If approved, the proposal will deliver an average reduction of \$111 for small-to-medium-sized businesses from 1 July 2020. While SAWIA is pleased that proposed capital expenditure has been reduced relative to the first draft, we remain concerned about other aspects including the growth in operating expenditure.

SAWIA members can obtain more information from the Australian Energy Regulator's [website](#).

We will continue to use our representation on the Business Reference Group to advocate for the South Australian wine industry as this matter progresses through regulatory approvals. SAWIA will also be making a submission on the proposal by the due date of 16 May, and members are welcome to provide feedback to Mark Gishen on 8222 9278 or mark@winesa.asn.au.

River Murray Water Allocation Plan adopted

The Minister for Environment and Water adopted an updated Water Allocation Plan for the River Murray Prescribed Watercourse on 28 February 2019. As a result, some policies have changed including:



- Incorporating the requirements of the Basin Plan including the new Sustainable Diversion Limits and protecting planned environmental water
- Explicitly including the use of the Adelaide desalination plant in dry times when irrigators are on allocations less than 100 per cent
- Aligning the private carryover policy to minimum opening allocation announcements, rather than the risk of spill from upstream storages.

SAWIA contributed to several of the amendments, including the latter two points above, which were made as a result of the consultation feedback process.

A copy of the plan and supporting fact sheets are available [here](#). For more information, SAWIA members can contact Mark Gishen on 8222 9278 or mark@winesa.asn.au.

Outlook for River Murray water allocations

During March, the Department for Environment and Water held a series of public meetings in conjunction with regional industry bodies to provide an update on the outlook for water availability and explain the new processes for allocation planning for the River Murray.

Inflows to the Murray Darling Basin catchment storages over the past 2 years have been down by about 30%, and the weather outlook remains for warm and dry conditions. Water availability is likely to become restricted and there are parallels with the lead up to the Millennium Drought.

The opening allocations for the 2018-19 year are expected to be announced in mid-April and finalised by mid-June, and requests for carryover are due by 31 July. No indication of the likely allocation was revealed at the information sessions, but irrigators should start to think about the options available for securing water. This includes purchasing water on the spot market, leasing water and purchasing entitlements amongst other alternatives.

For more information, SAWIA members can contact Mark Gishen on 8222 9278 or mark@winesa.asn.au.

OTHER

Vegemite Duck wins top award at major international competition



SAWIA is delighted to congratulate Ben Rogers and Sarah Jones, two Chefs at the National Wine Centre (SAWIA's Wine Industry Partner), for winning the prestigious '**2019 Trophée Mille**' culinary competition held in Reims, France on 18 March.

Ben and Sarah, representing Australia, won the award for 2019 International Best Salty Dish (main course) with their Vegemite Duck – how Australian is that! This is a huge achievement in a great international field of talent.

Well done to Ben, Sarah and the team at the National Wine Centre who are leading the way for South Australia on an international platform.

For more information, or to book an upcoming event, click [here](#) or contact Sine Ryan at the National Wine Centre on 8313 0095.

Cyber crime – Protect your business



Adelaide City Council and Australian Cyber Security Growth Network are presenting a seminar on 3 April (3-5pm) in Adelaide to help you ensure your cyber security risks are minimised. A panel of experts will highlight best practice principles of data security through continuity planning, along with examples of the potential impacts that lost data can have on a small business. To register, click [here](#).

Only a few days ago, Norsk Hydro (which employs 36,000 employees across 40 countries) had to shut several aluminium production plants as a result of a ransomware attack. A **sign** at the front entrance of the headquarters in Oslo greeted employees arriving at work with a warning to not connect any devices (phone/tablet/etc) to the network.

SAWIA members are strongly encouraged to ensure appropriate insurance cover is in place covering cyber liability. While people tend to think of well-publicised cybercrimes such as hacking scams and extortion, the reality is that:

- **40% of data breach cases are from people making mistakes, such as losing laptops and flash drives**
- **36% are system glitches, such as software updates, which inadvertently expose sensitive private files**
- **Only 24% are malicious and criminal attacks.**

For more information about cyber insurance cover, SAWIA members can contact Phil Keenihan of MGA on 0414 331 489 or phil.keenihan@mga.com.

Another phylloxera detection in Victoria



Vinehealth Australia has advised that phylloxera has been detected in a commercial vineyard located at St Andrews in a Phylloxera Risk Zone in the Yarra Valley.

While work has recently commenced on a new national management strategy for phylloxera, all operators need to take appropriate steps to protect vines and manage the risk.

For more information about phylloxera and the steps you should be taking (including strict farm gate hygiene practices), visit the Vinehealth Australia website [here](#).

Wine Industry Technical Conference



Registrations are now open for the 17th Australian Wine Industry Technical Conference & Trade Exhibition being held in Adelaide from 21-24 July 2019.

The Conference Program has now been released and, along with a long list of winemaking and viticulture related sessions, incorporates the business and market-focused Australian Grape & Wine Outlook Conference.

To register, or obtain more information, click [here](#).

Women in Leadership Summit



The Women in Leadership Summit is being held from 25-26 September in Sydney. To register or obtain more information, click [here](#).

Dates for your diary

2019

- 3 April, **Cyber Crime**, Adelaide
- 4 April, **China Wine-Australia Wine Marketing Summit**, Sydney
- 29 April (commencing), Labour hire licensing update, Regional SA
- 8 May, Work Health & Safety Guidelines Launch Workshop, Langhorne Creek
- 13 May, Work Health & Safety Guidelines Launch Workshop, Coonawarra
- 13 May (commencing), Getting the best out of your employees, Regional SA
- 14 May, **Optimising On-Premise Sales**, Webinar
- 15 May, Work Health & Safety Guidelines Launch Workshop, McLaren Vale
- 22 May, Work Health & Safety Guidelines Launch Workshop, Barossa
- 23 May, Work Health & Safety Guidelines Launch Workshop, Clare
- 29-31 May, **Shanghai International Food & Drinks Fair**, China
- Early June, Liquor Licensing Reform Update, Regional SA
- 3-5 June, **Interwine China**, Guangzhou

- 4-6 June, **TopWine China**, Beijing
- 20-22 June, **Seoul Wines & Spirits Expo**, Seoul
- 21-24 July, **Australian Wine Industry Technical Conference & Trade Exhibition**, Adelaide
- 7-9 Aug, **China Hospitality Expo**, Guangzhou
- 26-26 Sept, **Women in Leadership Summit**, Sydney
- 10-12 October, **Wine Media Conference**, Hunter Valley
- 6 November, WHS Seminar, Barossa
- 7-9 Nov, **Hong Kong International Wine & Spirits Fair**, Hong Kong
- 21 November, WHS Seminar, McLaren Vale

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