



Newsletter - 30 April 2019 - South Australian Wine Industry Association



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Message from the Chief Executive

SAWIA represents members across a very broad range of issues and this past month has proved no exception. I was requested to give evidence to the Economic and Finance Committee of the State Parliament's House of Assembly for its inquiry into the **economic contribution of migration** to South Australia. This follows SAWIA's submission that set out the importance of migration to the wine industry and wine regions of South Australia. The committee will, in due course, deliver its report to State Parliament.

SAWIA continues to advocate strongly for members in the review of the **Container Deposit Scheme**, investing a substantial amount of time and resources responding to the matters arising. We have greatly appreciated the involvement, support and contributions from members. Refer to the **Feature Article** below for details.

Congratulations go to SAWIA member Food and Beverage Australia Limited (Fabal) following the formal **opening of the Barossa Valley Chocolate Company and Vineyard Road Wines** on 12 April. Located in a stunning setting with an equally architectural building development that reflects a long held vision of combining wine and chocolate, it is a welcome addition for the Barossa wine region and wine tourism.

The **Japanese Ambassador** was in Adelaide recently, and I was pleased to meet with Mr Reiichiro Takahashi to have a discussion about South Australian wine, the current vintage and activity.

On behalf of members I attended the **memorial service for Peter Wall AM**, honorary member and past president of SAWIA. Eulogies were provided on behalf of the family by his daughter Cressida Wall, the wine industry by Robert Hill-Smith and Maggie Beer for his love of everything food. It was a privilege to have met and worked with Peter, his intellect and grasp of complex issues will be missed.

SAWIA is offering workshops for **building business planning and financial literacy capabilities** during May and June. Members have identified both of these areas as needing improvement in our industry. We are pleased to be joining up with Bentleys, SAWIA's Wine Industry Partner, to deliver these workshops. Refer to the **Feature Article** below for details.

On staffing matters, with **Sarah Hills** leaving SAWIA on 18 April, I am pleased to announce several changes to SAWIA staff. **Henrik Wallgren** has been appointed Business Services Manager, and a new employee, **Adrian Richards**, will commence on 13 May as a Business and Workplace Adviser. Adrian brings a strong background in all things related to employment. Remember, if you need advice or information about an employment or work health and safety issue, SAWIA has specialist staff who will be pleased to assist you.



FEATURE ARTICLES

Financial Literacy & Business Planning – Two important workshops to help your business

Financial literacy and business planning were identified as pressing areas of development for many wine businesses in the most recent Industry Snapshot. In response, Bentleys SA (SAWIA's Wine Industry Partner) and SAWIA are collaborating to offer two important workshops.

Business Planning 2019

Most businesses start with a good idea and intention, however there comes a time when it is important to step back and work on the business.....rather than in the business. A good business plan will help you to understand what is or isn't working, and guide your way forward. It will also ensure key messages are clearly documented, not just for the current owner and/or manager, but also for banks that might lend you money, potential investors and your employees.

Full-day **Business Planning workshops** are being offered in Adelaide on 21 May and 13 June. The workshop will set you on a clear pathway for developing your business plan, and help to put you back in control over your business. There will also be follow-up one-on-one sessions with the facilitator, and a return group session.

Financial Literacy for Wine Businesses

In order to make important decisions you need to have the confidence, skills and knowledge about your current financial position and be well informed about the performance of your business.

Attendees at the Financial Literacy seminar will gain:

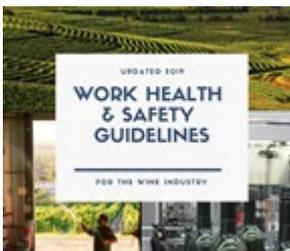
- Increased awareness and understanding of **essential finance skills**
- An understanding of the skills required to **examine your current business performance and set strategies for the future**
- An ability to **identify important financial information** needed to make more informed decisions
- Practical **advice and techniques** to interpret financial information.

Half-day **Financial Literacy workshops** are being offered in Adelaide on 15 May and 18 June. There are also opportunities for follow-on one-on-one coaching sessions.

Book your place early as there are limited places available. For more information, contact Brian Smedley on 8222 9277 or brian@winesa.asn.au.

Development and delivery of this program and/or activity is one part of the South Australian Wine Industry Development Program as administered by SAWIA, and is only possible from the support and funding provided by the South Australian Government through Primary Industries and Regions SA.

Work Health and Safety Guidelines (2019) launch – Register now



The *2019 Work Health and Safety Guidelines for the Wine Industry* are being launched in regional workshops being held around South Australia from 8-23 May. **The 2019 Guidelines have been comprehensively reviewed with important updates from the previous version published in 2014.** This includes two whole new sections:

- **Supply Chain Management** covering your chain of responsibility obligations under the Heavy Vehicle National Law
- **Managing claims under the Return to Work Scheme**, explaining the system and responsibilities as an employer.

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. All participants will receive an advanced copy of the Guidelines as part of the workshops.

The workshops will also raise awareness of individual obligations under the WHS Act and highlight the essential tools in the Guidelines for implementing a compliant WHS 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.

Fit4Work – Champions of Change Workshop



Free workshops are being offered in May and June, educating vineyard workers on how to best protect themselves from injury. In turn, this will assist wine grape-growing businesses to better manage risk and reduce the likelihood of increases to Return to Work premiums.

The feature of these workshops will be a new online tool called **FIT4WORK**, providing practical advice on topics including:

- Health and fitness
- Fatigue
- Musculoskeletal health (i.e. back, shoulders and knees)
- Working in extreme temperatures
- Safe digging
- Safe tractor practices.

FIT4WORK was developed via collaboration between SAWIA and Pinnacle Workplace Consultants, with additional funding provided by Wine Grape Council SA and SA Health.

These workshops are open to business owners, managers and staff. To register or obtain more information, click [here](#) or contact SAWIA's WHS specialist Zvonko Levak on 8222 9273 or zvonko@winesa.asn.au.

Container Deposit Scheme proposal lacks objective evidence



SAWIA continues to advocate strongly for the wine industry in the review of the South Australian Container Deposit Scheme. We met recently with the Environment Protection Authority, which is leading the review, and we also initiated a number of meetings with State Parliamentarians. The second meeting of the EPA Stakeholders Reference Group was also held, with SAWIA's CEO representing members.

The next stage of the review will be an EPA Board Roundtable to discuss governance over the Scheme followed by the release of a Discussion Paper around mid-year.

As reported in past newsletters, the direct cost of the government's Container Deposit Scheme review to the South Australian wine industry will be in the millions of dollars. This includes registration fees for wine label approvals, and the need for wine producers to enter a Waste Management Agreement with a "super collector". There would also be another layer of red tape and another pile of paperwork. Given the lack of supporting evidence that demonstrates the need for any change, SAWIA supports maintaining the status quo.

SAWIA will continue to invest substantial time and resources responding to the matters arising from the review. We would like to thank those members who have been actively involved for your support and contributions.

SAWIA will continue to keep members informed as this matter progresses. In the interim, members are welcome to contact Mark Gishen on 8222 9278 or mark@winesa.asn.au with any questions or to discuss this matter further.

Hurry – Wine Export Grants approaching \$1.5m cap

Wine producers visiting China and the USA to build their exports have been taking advantage of the Wine Export Grants program, with almost \$1.2 million of the \$1.5 million pool of funding now committed.

Subject to meeting eligibility criteria, applicants can claim up to \$25,000. To lodge an application or obtain more information, click [here](#).

Watch for SAWIA's new website



Work is now well underway on SAWIA's new website and CRM (customer-relationship management) database, which is being developed and rolled out over the next couple of months.

Our goal is to enhance access to the broad range of resources that are available to members, and to help members take advantage of the full range of valuable services that are on offer. We also want to improve the way that we communicate with members and other stakeholders, improving accessibility and appearance with a modern communications platform.

SAWIA's current website and database software are both well over 10 years old, and there is a pressing need for a significant upgrade to ensure that the association continues to be well placed to meet the needs of members into the future.

For the time being, the existing website will continue to be fully supported and can be accessed as usual. Further updates will be provided as the development progresses. For more information, contact Craig MacDonald on 8222 9272 or craig@winesa.asn.au.

INDUSTRY & GOVERNMENT

Wine Tourism & Cellar Door Grant – Act now or you could miss out

Applications open 1 July 2019 for \$10 million of Cellar Door Grants, which are designed to return up to \$100k per wine producer that had their cellar door rebate reduced from \$500k to \$300k.

These grants are part of the Australian Government's \$50 million Export and Regional Wine Support Package being administered by Wine Australia. **Concerns have been expressed that many producers who should be eligible for the top-up won't have the appropriate accounting systems in place to take advantage of the grant. This means that it is important to check the eligibility criteria carefully now, so if eligible, you can ensure your business takes full advantage of the grant.**

Further information about eligibility is available from the Noticeboard of the Members' Home page of SAWIA's [website](#). The full grant program guidelines are available [here](#).

Applications close on 30 September 2019. For more information, contact Wine Australia on cellardoorgrants@wineaustralia.com.

5 X \$5k opportunities for Great Wine Capitals knowledge exchange



Members were emailed in early April with information about five bursaries of up to \$5k each that are available for a knowledge exchange opportunity with another Great Wine Capital.

Applications have now closed. SAWIA will continue to ensure members are advised of grant opportunities as they arise.

Nominations sought for new Ministerial Agtech Advisory Group

Nominations are being sought for a new Ministerial AgTech Advisory Group, reporting to the Minister for Primary Industries and Regional Development, Tim Whetstone. The group will be made up of eight members, including an independent chair, and provide high-level independent advice on the practical application and adoption of technologies and on-farm innovation.

The role of this group will be to encourage greater adoption of AgTech solutions on-farm and through the value chain – helping to build on South Australia's advantages, showcase businesses and organisations developing or using new technology, and increase productivity and quality in our primary industries.

Nominations for the AgTech Advisory Group close on 13 May 2019. Click [here](#) to nominate or obtain more information.

EMPLOYEE RELATIONS / WORK HEALTH & SAFETY

Last chance to participate – 20th annual National Wine Industry Salary & Benefits Survey



This is your last chance to participate in the 20th annual National Wine Industry Salary & Benefits Survey, with participants receiving a substantial discount off the cost of the final report.

The survey will provide you with vital information to help recruit and retain the right talent. It 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](#) or contact Henrik Wallgren on 8222 9270 or henrik@winesa.asn.au.

New version of the Wine Industry Award

A new version of the Wine Industry Award will commence later in the year, arising from the Fair Work Commission's review of all Modern Awards that has been ongoing since 2014. The award will be renamed the Wine Industry Award 2019 and will be in a simplified format, adopting less technical language.

SAWIA has already reviewed the first draft of the award and provided feedback, ensuring its technical accuracy and avoiding any unintended consequences. However, this is only the first step of the many reviews of the award that will occur prior to the final version commencing in October 2019.

SAWIA will continue to actively represent the interests of the South Australian wine industry and take a national lead on behalf of the wine industry.

For more information, SAWIA members can contact Business Services Manager Henrik Wallgren on 8222 9270 or henrik@winesa.asn.au.

SALES MARKETING & PROMOTION

China / Hong Kong activities under Wine Tourism State Grant

As reported in SAWIA's February and March newsletters 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 China and Hong Kong.**

China

The South Australian Tourism Commission (SATC) is partnering with Ctrip, a leading Chinese online travel agent over four key campaign phases. Ctrip is creating a new landing page, housed on their website in mandarin, which will exclusively showcase world-class wine tourism products, food and wine experiences including self-drive journeys such as the Epicurean Way. Consumers will be able to book these wine related tourism products via the Ctrip online booking platform. Airline partners Singapore Airlines, Cathay Pacific and China Southern information will be included on the landing page, driving consumers to book flights to Adelaide with the airline of their choice.

Hong Kong

The SATC is engaging with a well-known Hong Kong Sommelier/wine influencer to visit South Australia to experience key wine and food experiences. Content from the visit will be utilised in a digital marketing campaign.

The objectives of the two campaigns are to:

- Generate awareness of South Australia's wine tourism experience
- Increase visitation to South Australia's wine regions
- Increase bookings of South Australia's wine tourism experiences
- Position South Australia as the must visit food and wine destination within Australia
- Educate the Hong Kong travel trade on South Australia's key wine tourism experiences and translating them into a customer's itinerary.

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.

South Australian Tourism Conference



The South Australian Tourism Industry Council is welcoming businesses wanting to attend or invest in a trade stand at the 2-day South Australian Tourism Conference starting 29 May at the Adelaide Oval.

This is an opportunity to network and promote your business to 350 delegates from the tourism industry.

Click [here](#) for more information.

National Wine Tourism Conference



Wine businesses can now register for the National Wine Tourism Conference *Beyond the Barrel* being held in McLaren Vale and Adelaide on 18–20 June 2019. Packed full of educational workshops, commercial business meetings, engaging conference sessions and networking events, the 3-day conference is designed to propel wine businesses into the world of tourism.

The Conference is being presented by the Australian Tourism Export Council in partnership with Wine Australia and the South Australian Tourism Commission as part of the \$50 million Export and Regional Wine Support Package.

Click [here](#) to register.

British Columbia (Canada) to remove conditions discriminating against Australian wine

The Australian Government has announced an agreement with Canada for the removal of conditions which discriminate against imported Australian wines in the province of British Columbia (BC). The changes, which take effect by 1 November 2019, include addressing the:

- Lack of access to retail grocery sales channels
- Separate distribution system for imported wine
- Differential mark-ups.

This agreement was formed outside of the existing World Trade Organisation (WTO) dispute against the provinces of BC, Quebec, Ontario and Nova Scotia. While the elements of the dispute related to British Columbia will be put on hold, the remaining disputed measures against the other provinces will continue.

It is hoped that this will set a precedent for other provinces to follow.

Marketing opportunities



Organic/ New Releases / Shiraz Challenge

Label directory a step in the right direction for Australian wine businesses

Australian Grape and Wine recently announced that the Australian Government will support the development of an Australian Wine Label Intellectual Property Directory. The directory will help Australian wine businesses of all sizes protect their brands and intellectual property “...*from those who seek to rip it off*”.

The publicly accessible directory will require all Australian wine exporters to submit images of their labels prior to gaining export certification. It will be searchable by image elements, brand name and publication date and will display the trademarked image of labels, the exporter ABN, brand name and date the label was published to the directory.

This will allow wine producers and exporters to identify copycat labels. Copycats can then be stripped of their export licence and those being copied could also take private legal action.

The Federal Government will invest \$417,000 to create the directory, part of the \$50 million Export and Regional Wine Support Package.

SUSTAINABILITY

Minimum opening allocations and carryover announced



The South Australian Government has announced that the minimum (worst case) opening irrigation allocation for the 2019-20 water year is projected to be 14%. As the projected minimum opening allocation is below 50%, private carryover will be available for eligible water users, allowing unused water from 2018-19 to be carried over for use in 2019-20 (up to 20% of the volume on entitlement).

It is important to note that, if there was to be a repeat of average inflow conditions for the remainder of 2018-19, then the actual opening allocations for irrigation and environmental land management (classes 3 and 8) in 2019-20 could be as high as 21%.

The projected opening allocations include the extra 50 GL of water made available to holders of irrigation licences under the recently approved River Murray water allocation plan – in recognition of Adelaide’s access to other sources, such as desalination. Compared to the Millennium Drought period, this boosts irrigation allocations by 8% and applies while irrigators remain on allocations of less than 100%.

Improvements across the water year are likely, with most inflows to the River Murray system historically occurring between July and November. Water availability projections indicate there is a 90% likelihood that allocations will increase to at least 75% during 2019-20 and there is just under a 60% likelihood that allocations will increase to 100%.

A further update is expected on 15 May, and we will ensure members are informed of any changes.

OTHER

How the Federal Budget impacts your business



Bentleys South Australia, SAWIA's Wine Industry Partner, provided a **full report** on the Federal Government Budget which was circulated to members.

Key announcements in this year's budget include:

- An increase in the thresholds for the instant asset write-off for businesses
- Funding boost for Export Market Development Grants (EMDG's)
- Further tax cuts for individuals
- More flexible superannuation policy to help people prepare for retirement
- \$285 million to help four million Australians cover their rising energy bills
- Significant investment in essential services and infrastructure.

Bentleys also recently released a commentary on the budget as it applies to **agribusiness**. For more information, SAWIA members can contact Tim Siebert on 0417 802 654 or tsiebert@adel.bentleys.com.au.

Frost fans – Reminder of development plan consent requirements



As winter approaches, Finlaysons Lawyers (SAWIA's Wine Industry Partner) reminds members that the installation of new frost fans requires both development plan consent and building rules consent.

Applications for development plan consent are assessed for consistency with the Development Plan. The Environment, Resources and Development Court has confirmed in the case of Frost Protection Australia v The Barossa Council [2017] SAERDC 36 that frost fans are acceptable in-principle in Primary Production zones, including on land within a Character Preservation District, subject to their impacts on amenity.

Consequently, the key consideration for a development application is likely to be noise impact. At a minimum, frost fans should comply with the Environment Protection (Noise) Policy 2007, which specifies allowable noise levels for frost fans. To comply, total noise levels when all frost fans are operated simultaneously must not exceed 55dB(A) measured outdoors at any residence in a Primary Production (or other Rural Industry) zone, or 35dB(A) measured indoors. In a Residential or Rural Living zone, these limits reduce to 45dB(A) outdoors and 25dB(A) indoors.

In addition, frost fans must not be larger than what is reasonably required for effective operation and must only be operated during periods of frost risk. Maintenance work may only be carried out between 7am and 10pm.

If any residences are located within a few hundred metres of a proposed frost fan, it would be of benefit to seek advice from an acoustician before lodging a development application.

Visual impact of frost fans may also be relevant, particularly when viewed from gardens and residences in the surrounding area. Ideally, frost fans will be set back from site boundaries and in unobtrusive locations, or otherwise partially screened by topography or vegetation.

For further information or assistance regarding your frost fans development, visit the **News** section of SAWIA's website or contact Kyra Reznikov on 8235 7561 or kyra.reznikov@finlaysons.com.au.

Industry Leaders Grants – Final call for 2019



Grants of up to \$50,000 are available for industry leaders to develop their professional potential and join an influential scholar network. Applications for 2019 close on Friday 31 May.

Click [here](#) for more information.

Wine Media Cadet Program welcomes applications



The Wine Media Cadet Program is now open for applications. The program, available to South Australian residents, aims to foster emerging talent and promote excellence in Australian wine communication. It is geared toward empowering young people who aspire to move into the field of wine journalism and communication.

The program is made possible through the ongoing support of the **Adelaide a Great Wine Capital of the World** initiative funded by SAWIA, Primary Industries and Regions South Australia (PIRSA), South Australian Tourism Commission and Brand South Australia.

Applications close 17 May. To obtain more information or apply, click [here](#).

Apply now for Nuffield Scholarships



Applications have opened for the 2020 Nuffield Scholarships, with successful applicants receiving a \$30,000 bursary to research an agricultural research topic of their interest overseas as part of both individual and group travel.

For more information click [here](#).

Food & Beverage Development Fund – Applications open



Beverage Development Fund provides financial support of up to \$10,000 per successful applicant to further skills and knowledge through training and education within South Australia's critically important food and beverage (including wine) industries. To date, the fund has assisted 211 people who are now a step closer to realising their aspirations and achieving their full potential.

Applications will be accepted until 6 May. To apply or obtain more information, click [here](#) or contact Carol Graham on 8362 9066.

Australian Women's Leadership Symposium



Women from every sector and industry will come together for the Australian Women's Leadership Symposium set to take place in Adelaide on 1 August 2019. Attendees will hear from an exceptional line up of inspirational guest speakers and collaborate on the issues of gender equality, leadership, career advancement and life fulfilment.

Keynote speakers for 2019 include Tina Arena AM, Ita Buttrose AO OBE, Clare Bowditch, Michelle Cowan, The Right Hon Dame Jenny Shipley, Jacqui Lambie, Jessica Rowe and many, many more.

A 25% subsidy is available for SAWIA members. Click [here](#), for more information.

SA Global Network launch



A new network has been launched to bring together South Australian expats, creating a global community for South Australians living, working and learning interstate and abroad.

The Hello From SA network, an initiative of Brand South Australia, will be content driven, creating an informed, engaged and positive network of South Australians all around the world. This content will encourage expats to become advocates for South Australia by maintaining or deepening their connection with the state.

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

Dates for your diary

2019

- 8 May, **Work Health & Safety Guidelines Launch Workshop**, Langhorne Creek
- 13 May, **Work Health & Safety Guidelines Launch Workshop**, Coonawarra
- 13 May, **Fit4Work – Champions of Change**, Coonawarra
- 14 May, **Optimising On-Premise Sales**, Webinar
- 15 May, **Work Health & Safety Guidelines Launch Workshop**, McLaren Vale
- 15 May, **Financial Literacy**, Adelaide
- 21 May, **Business Planning**, Adelaide
- 22 May, **Work Health & Safety Guidelines Launch Workshop**, Barossa
- 22 May, **Fit4Work – Champions of Change**, Barossa
- 23 May, **Work Health & Safety Guidelines Launch Workshop**, Clare
- 23 May, **Fit4Work – Champions of Change**, Clare
- 24 May, Earthsip, Adelaide
- 27-28 May, **World Wine Meetings Asia**, Shanghai
- 29-30 May, **South Australian Tourism Conference**, Adelaide
- 29 May, **Fit4Work – Champions of Change**, Adelaide Hills
- 29-31 May, **Shanghai International Food & Drinks Fair**, China
- 3-5 June, **Interwine China**, Guangzhou
- 4-6 June, **TopWine China**, Beijing
- 5 June, **Fit4Work – Champions of Change**, Riverland
- 13 June, **Business Planning**, Adelaide
- 18 June, **Financial Literacy**, Adelaide
- 18-20 June, **National Wine Tourism Conference**, Adelaide
- 20-22 June, **Seoul Wines & Spirits Expo**, Seoul
- 21-24 July, **Australian Wine Industry Technical Conference & Trade Exhibition**, Adelaide

- 1 Aug, **Women & Leadership Symposium**, 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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