

RIVERINA AVERAGE PRICE INFORMATION AVAILABLE

The release of average price and price dispersion information from Wine Australia shows pricing in the three inland regions, Riverina, Riverland and the Murray Valley has mostly recovered in comparison to 2012 (when using average terms).

A summary of the report from Wine Australia looking at all three inland regions can be found on page 3 of this edition of Vine Chat. Growers interested in looking at the entire report in detail can obtain this from Wine Australia's Wine Facts database at www.wineaustralia.com - simply do a quick search for all free products from the Wine Information Dashboard and download the spread sheet titled *2012 Winegrape Purchases: Price Dispersion*.

The report which covers the majority of winegrape purchases made within Australia includes the **Calculated Average Purchase Value** for regions by variety and the distribution of tonnages across the price spectrum for region by variety at the national level.

Analysis of the major varieties shows some minor declines in prices, while a majority of varieties held their price even increasing on the previous year. Importantly these figures do not account for the average production levels declining in 2012.

The table (below) shows the change from 2011 to 2012 in terms of the highest percentage **volume** of purchased grapes surveyed in the Riverina in 2012. For more detail please refer to page 3 (yellow box indicates decline).

Table 1: Percentage of Fruit Purchased

Variety	2012 (\$/tonne) Top percentage of fruit purchased	2011 (\$/tonne) Top percentage of fruit purchased
Cabernet Sauv.	\$274	\$210
Chardonnay	\$300	\$191
Merlot	\$314	\$367
Muscat Gordo	\$380	\$371
Pinot Gris	\$375	\$411
Sauvignon Blanc	\$283	\$317
Semillon	\$200	\$187
Shiraz	\$355	\$168

The table (below) shows the change of Average Price from 2011 to 2012. Note that while averaging has been used in the Wine Australia calculations some of the changes in average prices between the years will not reflect what actually occurred in the vineyard due to the high levels of concentrate purchasing (boxes in yellow indicate price decline).

Variety	2012 (average \$/tonne)	2011 (average \$/tonne)
Cabernet Sauv.	\$306	\$288
Chardonnay	\$279	\$251
Colombard	\$189	\$189
Durif	\$396	\$316
Merlot	\$338	\$327
White Frontignac	\$396	\$372
Red Frontignac	\$345	\$373
Muscat Gordo	\$371	\$372
Pinot Gris	\$330	\$327
Riesling	\$278	\$250
Ruby Cabernet	\$259	\$278
Sauvignon Blanc	\$311	\$319
Semillon	\$235	\$217
Shiraz	\$355	\$281
Traminer	\$382	\$317
Verdelho	\$247	\$228
Viognier	\$304	\$237

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OUTSTANDING STATUTORY FEES AND CHARGES - MUST BE PAID

Unfortunately the Board must report a large volume statutory fees and charges for 2012 (50 growers) remain unpaid, despite these accounts being due 30th June. The office has heard from some growers that have advised of financial difficulty and an intention to make payments to the Board later in the year.

Under the current legislation wineries were no longer required to deduct the fees, with the majority electing to continue the practice and charge the a 5% handling fee.

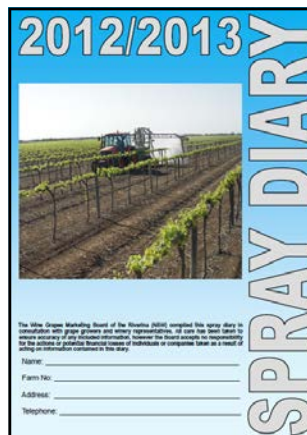
Wineries that did not make an agreement with the Board while not imposing a fee has meant that the Board is now burdened with the task of invoicing growers directly which is involving more staff time and therefore costs to the organisation.

Growers with outstanding accounts are urged to make payments promptly as the costs to the Board for debt collection will impact on all growers through higher operating costs of the Board.

2012-13 SEASON SPRAY DIARIES HAVE BEEN SENT TO ALL GROWERS

The 2012/13 WGMB spray diaries have recently been posted to all growers. All Riverina levy paying grape growers should have received a copy of the diary. This will ensure that you have access to the AWRI 'dogbook' listing of registered agrochemicals and a hard copy diary to keep on farm to comply with current EPA regulations.

If you currently keep all records online we suggest you use the Board diary as a shed



tool to initially record information for transposing into your online system.

The diary is again in a separated format comprising of a Spray booklet, containing the AWRI dogbook, calibration sheets and general information and a Diary record insert, containing record sheets for 24 spray entries. These can be used over multiple seasons as they have no year details. Growers with more than one vineyard can call in to obtain more copies.

BOARD ACTIVITIES REPORT

The Board meets each month to discuss issues within the industry and to direct staff activities. The following report relates to the notable items from the past two months.

- The Board received notification that two authorised officers have been appointed to assist in the auditing of growers and wineries regarding outstanding levies.
- The Board wrote to the Hanwood and Yenda Associations to seek nominations of representatives that would like to learn more about the Board.
- The Board members and staff were involved in a WFA-WGGA presentation on the proposed merger of Wine Australia and GWRDC.
- Final arrangements for the 2012-13 regional Spray Diary were completed.
- The Board is working with the Riverina Biosecurity Committee in relation to grape growers obligations in relation to fruit fly management and control this season.
- Members of the Board attended the Wine Grape Growers Australia meeting in Mildura.

- The Executive held a meeting with NSW DPI in Orange to discuss concerns over the response to the 2010 NSW Upper House Inquiry.
- The Board held its Annual General Meeting which was attended by 48 registered grape producers. Guest speakers were Raveen Juduram CEO of Murrumbidgee Irrigation and Toby Ralph, National Irrigators Council re: River Reach program.
- The Board met with Local Association representatives to discuss industry concerns.
- Reminders of outstanding accounts were sent to growers in relation to the statutory fees and charges for 2012. Accounts were due 30th June 2012.
- The Board was formally advised by NSW DPI that it cannot use growers funds to fund any fruit fly activities in the region.
- The 2013 Riverina Field Days sponsorship was renewed.
- 6 GRWDC Grassroots project approved for the Riverina 2012-13.

Growers seeking further information on the above matters should contact the Board office to discuss.

WINEGRAPE PURCHASES: PRICE DISPERSION REPORT 2012

Variety / Region	\$ Price Intervals	0-200	250-300	300-350	350-400	400-450	450-500	500-550	550-600	600-650	650-700	700-750	750-800	800-850
Cabernet Sauvignon														
Murray Darling - Swan Hill	% Share Ave \$	0 249	1 250	7 323	49 382	32 404	3 461	5 522	3 580		0 660			
Riverina	% Share Ave \$	19 154	25 274	21 320	20 357	9 408	1 475	1 500	2 556	0 625		1 700		
Riverland	% Share Ave \$			0 325	81 379	16 407	2 450	1 522		0 627	0 650			
Chardonnay														
Murray Darling - Swan Hill	% Share Ave \$	4 241	55 279	33 307	3 351		1 455	1 500				3 733		
Riverina	% Share Ave \$	30 222	19 270	43 300	0 398	7 411		0 508	0 550					
Riverland	% Share Ave \$	1 232	80 281	15 304	0 369	0 420	1 462	2 513	1 555	0 630				
Merlot														
Murray Darling - Swan Hill	% Share Ave \$	1 250	6 250	10 324	45 377	30 407	6 466	2 521			0 660			
Riverina	% Share Ave \$	12 151	2 283	42 314	18 364	18 417	0 450	8 514	0 575		0 650	0 730		
Riverland	% Share Ave \$			1 325	60 375	18 401	13 450	9 503						
Muscat Gordo Blanco														
Murray Darling - Swan Hill	% Share Ave \$	0 221	0 283	0 344	5 373	83 406	8 452	3 500	Note: The Orange highlighted sections show where the majority (in percentage terms) of winegrapes were purchased.					
Riverina	% Share Ave \$	5 148	1 250	15 325	55 380	14 400	9 450	1 500						
Riverland	% Share Ave \$		0 250	1 325	7 392	89 412	3 450							
Pinot Gris														
Murray Darling - Swan Hill	% Share Ave \$		1 252	10 308	40 387	1 418	0 455	5 500	0 560		42 651	0 700		
Riverina	% Share Ave \$	5 229	27 259	15 301	43 375	9 421	1 450							
Riverland	% Share Ave \$			2 300	24 377	55 410		19 540						
Sauvignon Blanc														
Murray Darling - Swan Hill	% Share Ave \$	2 229	17 275	46 313	27 374	3 401	4 485	1 532						
Riverina	% Share Ave \$	8 215	50 283	18 310	16 352	5 448		2 500						1 800
Riverland	% Share Ave \$	1 232	5 260	59 300	4 362	2 417	28 451	2 511	0 590					
Semillon														
Murray Darling - Swan Hill	% Share Ave \$	48 230	36 256	11 300	2 350		2 450	1 532						
Riverina	% Share Ave \$	62 200	29 265	4 300		3 409	0 450		0 598	1 600				
Riverland	% Share Ave \$	7 247	58 253	22 312		7 412		4 516	2 555					
Shiraz														
Murray Darling - Swan Hill	% Share Ave \$	0 214	2 266	55 333	34 364	3 412	4 454	0 500	1 586					
Riverina	% Share Ave \$	5 169	19 279	19 318	30 355	14 407	6 474	2 501	2 550	2 625	0 650	1 700		0 800
Riverland	% Share Ave \$		0 276	76 343	14 362	6 402	1 450	2 501	0 550	1 611				0 830

WICKHAMS HILL WINERY SET TO START PROCESSING IN 2013

Recent reports of the sale of Wickhams Hill winery by Orlando Wyndham to investors indicates that this region may see the start of competition in the market which could lead to grape prices moving upward as occurred in the Riverland this season.

The Board aims to meet with the investor representatives when they next travel to the region regarding their intake requirements for 2013. Growers are asked to contact the Board office in the interim if you are looking for a buyer for any excess winegrapes or if you are looking to move wineries. Growers should complete a 2013 Index Form that will allow the Board to present a portfolio of available grapes to the new owners of the winery.

The site has a capacity 30,000 tonnes, it closed in 2010. If this level is required by the new owners the region is set to benefit.



The winery site as shown in Google Maps

YOUNG IRRIGATORS NETWORK - FAMILY FUN DAY

The Young Irrigators Network (YIN) will be holding a Family Fun Day for all interested persons on Friday 10th August 2012 commencing at 3:30pm.

There are activities for children that attend and for adults the day will be used to conduct a facilitated session on the future of YIN. Attendees will be asked to respond to questions relating to YIN's relevance to members.



A BBQ Dinner will be held from 6:30pm on the day with some drinks available.

The venue for the function is The Cottage Gallery, corner of Bridge Road and Mackay Avenue Griffith.

Attendees are asked to RSVP by no later than Friday 3rd August on 02 6962 1300.

VINEYARD TRIAL SITES WANTED

The WGMB has been successful in obtaining GWRDC Grassroots funding to monitor and analyse the irrigation and fertiliser efficiency in the district. There are two ways that interested growers can be involved.

1. Fertiliser efficiency monitoring – Solusampler probes installed in the vine row to measure the nutrient levels in leachate.

2. Irrigation water use monitoring – Keep records of water use at different growth stages throughout the growing season.

All participants will have soil and petiole analysis conducted on their vineyard, with individual reports provided to each participant. Growers can be



involved in one or both of the project options. All collated data is coded, so that there is no disclosure of any information that will identify individual growers with data collected.

Growers that participated in the 2011/12 growing season are welcome to continue in the project, with new season nutrient testing to commence shortly.

Expressions of interest are invited now from all Riverina grape growers. For further information come to the grower luncheon on 9th August at the Gemini Hotel (see diary dates page 8 for details).

Please contact Kristy Bartrop at the Board office.

FINLAYSONS 2012 WINE ROADSHOW FOCUSES ON FARMING

The 2011 vintage was hugely challenging for Australian grapegrowers and their winery off-takers. 2012 was also very difficult in some areas.

With more erratic weather patterns nowadays, we can expect more challenges in future years. This seminar is designed to assist Australian wineries and grapegrowers to meet those challenges.

There are things you can do in both the vineyard and the winery to substantially increase your chances of having a good vintage. In this seminar, we will hear presentations from a leading viticulturist (Mary Retallack, MD Retallack Viticulture), about what you can do in the vineyard; a leading winemaking consultancy, about what can be done in the winery to ameliorate negative vineyard effects; and from two lawyers (Will Taylor and Jodie Newton, Finlaysons), about risk minimisation and allocation of risk between grower and winemaker, appropriate fruit assessment protocols in the vineyard and the winery and dispute resolution.

Success is largely about preparation, diligence and

communication, as well as the judicious use of technology. Attend Wine Roadshow XX and prepare yourself for the volatile vintages of the future.

A Half-day seminar will be held in this region to allow as many winemakers and grapegrowers to attend.

Riverina: Thursday 9th August 2012

Venue: Westend Estate, Griffith

Time: 3 – 6pm seminar, 6 – 7pm drinks

Cost: \$120 per head (\$80 ASVO or WFA members)

Register Online: www.wineroadshow.com.au

Refreshments will be served after the formal sessions, enabling participants to have more detailed discussions with the speakers.

The cost of the seminar covers registration, seminar papers and refreshments. For further information, please contact Jennifer Sothman at Finlaysons

ph:08 8235 7769, fax 08 8232 2944

Email: jennifer.sothman@finlaysons.com.au

CHEMCLEAR NOTICE FOR GROWERS

Chemclear offer landholders the option to collect and safely dispose of unwanted chemicals. By registering what chemicals you have for disposal by using the online registration form your unwanted farms chemicals will be safely removed from your farm, reducing clutter and unnecessary safety hazards. Chemclear will come to the region once volumes of registered chemicals is sufficient to justify their travel.

Recovery and disposal of Group 1 chemicals are funded by a portion of the existing **drumMUSTER** levy.

Eligibility:

Group 1 Chemicals Classification - Free collection:

1. is in its original container (**drumMUSTER** eligible)
2. product label is readable
3. has not been mixed with any other product

is within two years of its expiry date, or, deregistration date

Group 2 Chemicals are an **unknown product**, without a label or any identifiable features, a mixed chemical or falls outside of the above ChemClear Group 1 classification can still be registered for collection with ChemClear as a Group 2 chemical.

A **fee applies for disposal** of Group 2 chemicals.

Waste holders registering Group 2 chemicals will be **provided with a quotation after their registration** is made and prior to the collection of their registered chemicals. The cost of individual chemicals will be dependent on the types of chemicals registered for disposal. The waste holder can accept or decline the quotation.

Group 2 Chemicals Classification - Fee applies:

- Are agricultural and veterinary chemicals whose registration has expired more than two years ago, including organochlorine and arsenical insecticides, and
- Are rural chemicals as determined by APVMA registration manufactured by non Crop Life Australia Limited, non Animal Health Alliance (Australia) Limited, non VMDA members, and, non participating manufacturers who are not contributing to the Industry Waste Reduction Scheme.
- Are unknown, unlabeled or mixed rural chemicals.
- Are non-participating manufacturer's products.

For Registrations or further information contact 1800 008 182 visit <http://www.chemclear.com.au/index.php> or call our office.

THE NEXT BUNCH PROGRAM TO ADVANCE NEW GRAPE GROWERS

Expressions of interest are now sought from the grape growers of the Riverina to participate in a newly formed personal development and leadership program. The Riverina Wine Grapes Marketing Board has been successful in obtaining grant funding from the Grape and Wine Research and Development Corporation (GWRDC) to coordinate the program for the next generation of grape growers in the Riverina. The GWRDC offers the region funding opportunities via its grassroots extension program with this funding being available annually for suitable programs that will advance the regions wine industry. **The Board is seeking up to 15 of the regions younger generation growers (aged 18-35) to take part in this new program.**

The wine grape industry like all agricultural sectors has an aging community of leaders. There are younger generation farmers that are managing farms and these people need to be acknowledged and supported in the earlier stages of their grape farming career. The importance of this support and optimism is particularly needed now as the industry has suffered some tough seasons of low prices and disease pressures that discourage confidence.

Bartrop developed this new program, entitled 'The Next Bunch'. The Next Bunch program will involve two days of leadership training which will be held in September 2012, with a follow up session in November. This course will give participants the opportunity to meet with some of the current industry leaders and learn many invaluable skills including managing conflict, negotiation skills, time management and communicating effectively. The group will also be given insight into the current issues and opportunities in the industry from guest speakers in the program.

To complement this leadership training and to ensure that the graduates have a well-rounded understanding of the industry, the program will also include a full qualification in horticulture or similar course as determined on an individual basis. Each participant will have the capacity to individually select what course they would like to achieve and what they will need to attain the qualification, however the program will provide support to see that the initial goals of each participant are met.

'It is exciting to be able to offer the regions producers with this opportunity' said Mrs Bartrop 'the regions growers have experienced a lot of pressure in recent



next BUNCH

Riverina Vineyard Manager Development Program

Growing great wine grapes is a skill that many young farmers have learnt from their family and friends over the years of their involvement in the wine industry. The business side of farming is less well known, as often the older generation have dealt with these aspects. The industry has also changed from what used to be 'handshake' agreements for most aspects to now having a documented approach to comply with market standards and regulations. To have an insight into the necessary skills of the wine growing business enhances the prospects of a viable farming venture.

In response to these industry changes the Wine Grapes Marketing Board, Industry Development Officer, Kristy

times and the Next Bunch program will provide the skills needed to conduct a viable wine grape growing business.'

For further enquiries please contact:

Kristy Bartrop, Industry Development Officer

Mb: 0422 717 573 Ph: 6962 3944 (during office hours)

This program is available via federal Research & Development funding via the Grape & Wine Research & Development Corporation. All grape producers pay a \$2 per tonne federal levy on production each season.

This is an excellent opportunity for our regional industry. This program is about our future.

FOCUS OF FARMING - NSW DPI

Jason Cappello, Extension Viticulturist, Griffith

NSW Department of Primary Industries

Getting the top graft right for variety restructuring

As we see the vineyards getting through their annual pruning now, some in the industry are looking towards what varieties need to be retained or changed in the vineyard to provide improved returns to the vineyard business.

Enquires have been received from local vineyards seeking information of top grafting well established vines to a new variety particularly for Semillon blocks. Top grafting is conducted each year across some of our vineyards, but this season a flux of interest has been created, given the continued low returns for certain varieties grown in the region and the younger age of the vines.

The option to undertake top grafting of vines can be very successful when done correctly and by competent operators. A presentation made by Shayne Hackett from NSW DPI Wagga in 2010, explained the process and things growers need to look for when considering undertaking top grafting.

Buds of a more preferred variety can be either grafted into an existing vine through the existing trunk or onto a new shoot or sucker. The buds can also be successfully placed down into the rootstock of the vine, if compatibility of the new variety and existing variety are unknown.

Note for any growers considering doing any replanting or grafting, decisions need to be made quickly before the available variety source material is pruned away.

At the NSW DPI Dareton vineyard in October 2009, old



Department of Primary Industries

chardonnay trunks were cut off and 14 other varieties were grafted to assess the combination outcomes.

A combination of budding into the trunks of Chardonnay as well as the underlying Ramsey rootstock was utilised.

3 months after budding, the new shoots were being trained along the cordon. In May 2010, 7 months later, most vines had been successfully established & the cordon completed, of the 18 rows reworked onto the Chardonnay vines.

Budding should take place once average daily temperatures are around 12°C to allow successful callus formation. There appears to be no upper limit to daily temperature that may inhibit callus formation. Water availability is critical as a lack of water may have serious impacts on the success of budding.

There are many advantages and disadvantages when looking to graft either into an existing trunk or new shoot.

Any growers which wish to discuss grafting as an option to change varieties quickly in the vineyard, please contact Shayne Hackett, Extension Viticulturist at NSW DPI Wagga on 02 69332723 or Jason Cappello, Extension Viticulturist Griffith on 02 6960 1300.

Photos (below) of the Dareton trial block show the successful progress of the grafted vines from October 2009 to May 2010.



October 2009

Late January 2010

May 2010

WINE GRAPES MARKETING BOARD

FRUIT FLY ACTIVITIES - GRAPE GROWERS MUST SPRAY

Riverina Biosecurity, a representative group of regional commodity groups has been meeting to discuss the next steps that industry needs to take to address this continuing problem in the region.

As all grape growers should be aware wine grapes are a host plant of fruit fly and growers have a legal responsibility to apply bait sprays in accordance with direction. The Wine Grapes Marketing Board has been able to negotiate a solution for growers in that wine grapes cannot be sprayed directly with the bait chemical. Growers will be required to apply bait to every 6th head post on their vineyards on the perimeter of the farm only.

Riverina Biosecurity in conjunction with the NSW DPI, Citrus Australia and with funding support from Yenda Producers (for the evening supper and refreshments) will be holding a series of Fruit Fly Workshops and Evening Meetings across the region.

LEETON - MONDAY 13th August 2012

10:00am to 11:30am F&E Naimo Packing Shed, Payten Road Corby Hill

12:30pm to 2:00pm Pacific Fresh, Yanco Road Leeton

3:00pm to 4:30pm Twin Palms, Walsh Road Stanbridge

6:00pm to 8:00pm Soldiers Club, Leeton

Guest Speakers: Dan Papacek - Entomologist, Bugs for Bugs Queensland

Andrew Jessup - Research Horticulturist, NSW DPI

GRIFFITH - TUESDAY 14th August 2012

10:00am to 11:30am Joes Citrus, Slopes Road Tharbogang

12:30pm to 2:00pm Clear Lake Citrus, Scott Road, Lake Wyangan

3:00pm to 4:30pm Mario's Packhouse, Research Road Hanwood

6:00pm to 8:00pm South Side Leagues Club, Griffith

Guest Speakers: Dan Papacek - Entomologist, Bugs for Bugs Queensland

Andrew Jessup - Research Horticulturist, NSW DPI

HILLSTON - WEDNESDAY 15th August 2012

10:00am to 12:00am Northern Citrus, Lake Cargelligo Road, Hillston

The purpose of the meetings will be to provide growers information about how to bait spray and trap fruit flies in orchards and vineyards.

Experts from the industry will provide details on fruit fly control at the evening sessions to be held in Leeton and Griffith.

The Wine Grapes Marketing Board has been advised that funding of fruit fly activity via its industry service fee is not in accordance with the current legislation. Growers will be required to fund all on-farm activities themselves.

For further information please contact Andrew Creek NSW DPI, ph: 02 6960 1300, Mb: 0428 429 765, Email: andrew.creek@dpi.nsw.gov.au

IMPORTANT DATES FOR YOUR DIARY

Grape Grower Luncheon - to hear overview of Irrigation monitoring project outcomes (see page 4)

Date: Thursday 9th August 2012 12-2pm

Venue: Gemini Hotel Function Centre (lunch provided)

RSVP: by 7th August 2012 (to assist catering) - project, presentation & lunch is funded by GWRDC.

Finlaysons 2012 Wine Roadshow (see details of page 5)

Date: Thursday 9th August 2012 3-6pm

Venue: Westend Estate (participants must register \$120)

Young Irrigation Network - Family Fun Day (see details on page 4)

Date: Friday 10th August 2012 3:30pm

Venue: The Cottage Gallery (inc Dinner RSVP needed)

WINE GRAPES MARKETING BOARD - proudly serving winegrape producers since 1933
182 Yambil Street (PO Box 385) GRIFFITH NSW 2680 Phone: (02) 6962 3944 Fax: (02) 6962 6103

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