

### AUSTRALIAN TAXATION OFFICE CHANGES COMING 1 JULY 2019

The Australian Taxation Office ATO is changing the regulations relating to pay slips and reporting to Government by employers.

In a statement from the Commissioner of Taxation growers are advised that Parliament has now passed legislation to extend Single Touch Payroll (STP) reporting to include all small employers (those with fewer than 20 employees) from 1 July 2019. STP is pay day reporting by employers to the ATO as it happens, this reporting having started on 1 July 2018 for large employers (20 or more employees).

Extending STP to all employers will help ensure all Australians get their full superannuation entitlements, give greater transparency and help ensure a level playing field for small business. This initiative is also an important step in streamlining business reporting and keeping pace with the digital age.

We understand the move to real-time digital reporting may be a big change for employers, especially small business, so the ATO will adopt a supportive, tailored approach to help them undertake this change.

We understand that many small businesses and other small employers do not currently use commercial payroll software and they will not be required to purchase such software to report under STP.

The ATO is working with software providers to develop low and no-cost reporting solutions including simple payroll solutions, portals and mobile apps. We will publish a list of providers on our website at [ato.gov.au/stpsolutions](http://ato.gov.au/stpsolutions).

I want to reassure small business and give my personal guarantee that our approach to extending Single Touch Payroll will be flexible, reasonable and pragmatic. In particular, the ATO

understands there will be circumstances where more time is needed to implement STP or lodge reports.

- We will offer micro employers (1 to 4 employees) help to transition to STP and a number of alternative options – such as allowing those who rely on a registered tax or BAS agent to report quarterly for the first two years, rather than each time payroll is run.
- Small employers can start reporting any time from the 1 July start date to 30 September 2019. We will grant deferrals to any small employer who requests additional time to start STP reporting.
- There will be no penalties for mistakes, missed or late reports for the first year.
- We will provide exemptions from STP reporting for employers experiencing hardship, or in areas with intermittent or no internet connection.

Pleasingly, many small employers have already taken up STP reporting and they have provided positive feedback that STP makes payroll reporting easier.

The best thing to do is contact the ATO if you have any questions or concerns about STP or any other tax matters, on **13 28 61** or at [ato.gov.au/stp](http://ato.gov.au/stp).

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## BOARD ACTIVITIES REPORT



**Riverina  
WINEGRAPE  
GROWERS**

### Updated Promotional Items

The Board has recently updated its promotional material, banners etc to reflect the change to the new name Riverina Winegrape Growers.

While the name has been changed the legislated name Wine Grapes Marketing Board remains in force until legislation changes are made. The Board is aiming to correct this once the review of the body has been completed by the NSW Government and new legislation is enacted.

### AWRI Dog Book Discussions

Extension Officer Brian Bortolin travelled to Adelaide to meet with industry representatives to discuss the 2019-20 Dog Book.

Riverina Winegrape Growers has had a seat at the table for discussions on the application of chemicals since the inception of the Dog Book in the Australian Wine Industry.

### IREC Forms Spray Drift Sub-Committee

The Irrigation Research and Extension Committee (a cross commodity farmer group with members across the Murrumbidgee, Lachlan and Murray Valleys) has formed a Sub-Committee to address the issues associated with spray drift in the region.

Extension Officer Brian Bortolin represents winegrape growers in this committee. The IREC are being proactive in the prevention and management of off target spray drift.

### Annual Report approved for publishing

The Annual Report for the 2018 financial year of the Board was approved for printing and sending to members.

A copy will shortly be with members and the Board trusts that members read the information it contains.

### Annual General Meeting Notice

The Board's AGM will be held at the Yoogali Catholic Club 7pm on Wednesday 26th June 2019.

A notice has been sent to all members. A dinner will be held prior to the meeting and we ask that members RSVP for this event. An agenda will be available on the night and if members wish to raise motions please do so by having these signed off by 2 members and forwarded to the Board or handed into the office on or prior to 5th June.

### Wine Industry Technical Conference

Key staff and Board members will be attending this conference in July in Adelaide.

### Riverina Field Day

The Board again sponsored this event and while the weather wasn't great on the first day the conversations held with local politicians and members was excellent. "The best field day to date" Chairman Bruno Brombal stated.

### NSWWIA Delegate change

After some 20 plus years representing the region on the NSW Wine Industry Association Chair Bruno Brombal has handed the reins over to Bruno Altin to represent our region at the state level. NSWWIA holds 4 meetings per year at which all regions in NSW are represented.



**Image:** 2019 Riverina Field Day above.

## WATER INFORMATION

*From H2OX Water Market Report: Southern Basin  
As at 30th April 2019*

Finally we are seeing [prospects](#) of decent rain across the southern basin through this week. This will be a good follow-up to the rainfall early last week through central parts of NSW and eastern Victoria.

[Allocation](#) listings remain over \$600ML in all valley's but demand has softened due to the impending rain.

**Allocation trades out of the [Murrumbidgee](#) closed on 30 April. Trade within Murrumbidgee can continued until 31 May.**

The BOM seasonal outlooks for the May-July 2019 period show an even chance of exceeding median rainfall across the south eastern of the continent, although May is forecast to be drier. The maximum temperatures are expected to be hotter the median over the period.

The final report into the lower Darling fish deaths undertaken by an independent panel of experts has been [released](#). It contains a comprehensive 27 Recommendations, each with a specific delivery time frame.

The Australian Almond industry now has [access](#) to sell its commodity to Chile under a recently penned access agreement.

The [Goulburn IVT](#) has increased slightly with 90.6GL capable of moving into the Murray (decreasing from 88.8GL last week).

The [Barmah Choke](#) remains open with 45.7GL (decreasing slightly from 45.8GL last week) of allocation able to be traded downstream.

Trade into the [Murrumbidgee](#) remains closed with the IVT at +3.4GL (up from +1.0GL from last week). This needs to reach +15GL before trade into the Murrumbidgee is allowed.

## RIVERINA FIELD DAY

Riverina Winegrape Growers were glad to host our local Members of Parliament The Hon Susan Ley Federal Member for Farrer and Helen Dalton MP NSW Member for Murray at our Marque. Pictured here with the Mayor of Griffith John Dal Broi and Chair of Riverina Winegrape Growers Bruno Brombal and Roly Zappacosta Riverina Field Day organisation and General Manager of the Coro Club Griffith.

This image was taken on the Friday of the Field Day as official gathered to open the event. Unfortunately due to technical issues the opening was delayed until the Saturday and held at the main stage.

We are grateful to see the many growers attending the event along with members of the local community. A great two days and a wonderful asset to the region.



## WINE AUSTRALIA UPDATE AS AT MARCH 2019

**The total value of Australian wine exports increased by 5 per cent to \$2.78 billion in the 12 months to March 2019, with the average value per litre climbing to \$3.41, the highest level since 2009.**

Wine Australia chief executive officer Andreas Clark said that the continued growth in the value of exports was an extremely positive trend for the sector.

Clark said that while the volume of exports had declined slightly by 3 per cent to 814 million litres (90 million 9-litre case equivalents), the increasing value overall and on average was overwhelmingly positive.

“What we are seeing is a drop in volumes in the lower value categories and this places Australia well as the global consumer premiumises and drinks less but more expensive wines”, Clark said.

In the China market we have grown our value again and we are outperforming competitors, with the Global Trade Atlas figures showing that in the year ended February 2019, Australia had a 29 per cent share of the imported wine market – up from 26 per cent a year ago.

“We are also seeing positive trends in the USA off-trade market where sales of Australian wine grew 3 per cent in value to US\$521 million in the year ended December 2018. Even more encouraging is that Australian wine priced above US\$15 per bottle has also grown by 3 per cent according to market monitor IRI Worldwide.”

Clark said Australian wine supplies would remain tight in the short term with much of the 2018 vintage yet to hit the market and the expectation that 2019 vintage would be below the long-term average.

In the year ended March 2019, there was robust growth in most price segments (see Figure 1) with exports in higher priced categories recording the most significant growth, reflecting global premiumisation trends.

In the 12 months to March 2019, the value of wine exported in glass bottles increased 3 per cent to \$2.22 billion and decreased in volume 5 per cent to 355

million litres (39 million 9-litre case equivalents). The combination of the increased value and lower volume means that the average value of bottled wine increased 9 per cent to \$6.24 per litre FOB, a near-record.

Other packaging formats include soft pack, which increased 12 per cent in value to \$15 million and 9 per cent in volume to 7.7 million litres, and other alternative packaging, which decreased by 2 per cent in value to \$6.2 million and 10 per cent in volume to 964 thousand litres.

Shipments of unpackaged wine increased in value by 11 per cent to \$541 million and decreased in volume by 2 per cent to 450 million litres (50 9-litre case equivalents). The average value of unpackaged wine exports increased by 14 per cent to \$1.20 per litre FOB.

Nearly all destinations imported more Australian wine in the year ended March 2019 than the previous

Price segment (A\$/litre)	MAT March 2019	Value change	Growth rate
\$2.49 and under	\$527	-\$21	-4%
\$2.50 to \$4.99	\$829	\$0.2	0.0%
\$5.00 to \$7.49	\$371	\$31	9%
\$7.50 to \$9.99	\$164	\$10	6%
\$10.00 to \$14.99	\$242	\$44	22%
\$15.00 to \$19.99	\$74	\$0.8	1%
\$20.00 to \$29.99	\$224	\$76	51%
\$30.00 to \$49.99	\$104	\$8.0	8%
\$50.00 to \$99.99	\$163	-\$30	-16%
\$100.00 to \$199.99	\$35	\$16	86%
\$200.00 +	\$45	-\$6.4	-12%
<b>Total value</b>	<b>\$2,779</b>	<b>\$128</b>	<b>5%</b>

*Figure 1: Exports by price segment (million AUD FOB)*

period. North America is still the exception, with excellent growth in exports to Canada unable to outweigh the decline in exports to the United States of America (USA).

### The regions in growth are:

- Northeast Asia, up 8 per cent to \$1.2 billion,
- Europe, up 3 per cent to \$612 million,
- Southeast Asia, up 7 per cent to \$170 million,
- Oceania, up 15 per cent to \$107 million, and
- the Middle East, up 16 per cent to \$32 million.

Australian wine exports to China (including Hong Kong and Macau) increased by 7 per cent in value to \$1.11 billion and decreased by 14 per cent in volume to 154 million litres (17 million 9-litre case equivalents) in the year ended March 2019.

The volume decline in the China market is confined almost exclusively to exports in the below \$2.50 per litre value segment, reflecting both a tightening of Australian supply in this segment and also the increased supply availability from competitors such as Chile.

Volume exported in MAT March 2019	# of exporters	Share of exporters	Million cases exported	Share of total export volume
> 100,000 9l cases	54	2%	79	87%
50,001 - 100,000 9l cases	41	2%	2.9	3%
10,001 - 50,000 9l cases	199	8%	4.2	5%
< 10,000 9l cases	2309	89%	4.7	5%
<b>Total</b>	<b>2603</b>	<b>100%</b>	<b>90</b>	<b>100%</b>

Figure 2: Share of exporters and total volume by exporter size.

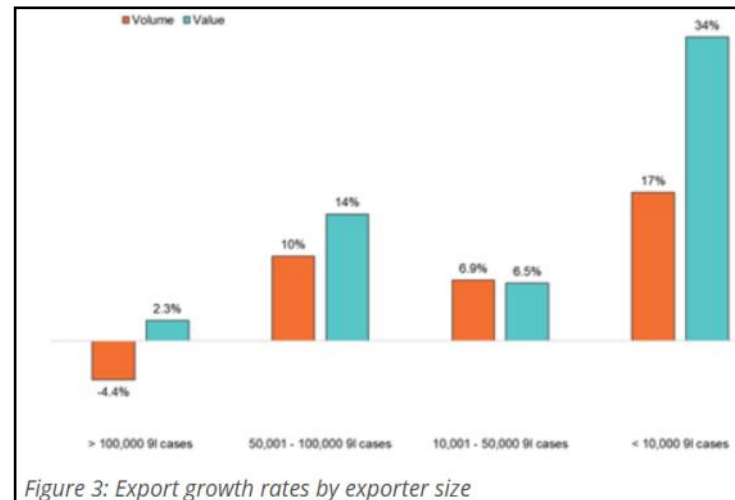


Figure 3: Export growth rates by exporter size

There were 2603 active exporters in the period, a 16 per cent increase from the previous year. During the year, 1786 companies either started exporting or increased the value of their exports, contributing \$374 million to the growth in overall value. This growth was partially offset by 1328 exporters whose export value decreased or they ceased shipment altogether; their exports declined by \$246 million.

Volume and value growth rates by exporter size illustrate largely positive performances (see Figure 3). While volume decreased by 4 per cent for the largest exporters (those exporting more than 100,000 9-litre case equivalents), all other exporter segments showed healthy growth rates in both volume and value, with the smallest exporters exhibiting the strongest growth.

## HACCP UPDATE

Over the next several months Extension Officer Brian Bortolin will be contacting growers to arrange a suitable time to complete the 2<sup>nd</sup> Party audit of the Riverina Winegrape Growers HACCP System.

In the meantime, if growers under this system have a free few hours and would like to complete their HACCP audit as soon as possible please feel free to contact Brian Bortolin to organise a date and time that suits.

A reminder that on the day of the appointment could growers need to have the following:

- ◆ a copy of your fungicide and herbicide spray diary and/or access to your electronic spray diary (*username & password*),
- ◆ HACCP delivery book,
- ◆ winery delivery dockets,
- ◆ HACCP folder.

If you have any question regarding the HACCP 2nd Party audit system please contact Brian Bortolin or the Riverina Winegrape Growers office.

Brian Bortolin: M: 0401567449

Riverina Winegrape Growers Office: Ph:6962 3944

### CASH BACK REMINDER FOR 3RD PARTY AUDITS AND CHEMICAL USER CERTIFICATION

Growers are reminded that Riverina Winegrape Growers will provide the following:

- ◆ \$150 GST free per person that successfully complete an annual 3rd Party HACCP Certification for their winegrape business.
- ◆ \$100 GST free per person that successfully complete a Chemical Users certification course.

To be eligible you must be a constituted grower and provide evidence of payment and completion of the above.

## MARKET CONDITIONS IN DETAIL

Growers will find enclosed with this newsletter a market analysis document from our organisation to provide you with the most relevant information ahead of the 2020 vintage. This was being handed out to our members at the recent Riverina Field Day and this copy is now for your usage.

The information has been sourced from various websites and is not meant to be the only source of information about the wine industry market.

**WINE GRAPE INDUSTRY MARKET ANALYSIS**  
Prepared by Riverina Winegrape Growers to advise growers of the market conditions within the Australian Wine Industry. Please feel free to reference this document when discussing the winegrape market with your buyer(s)

**2019-20 STARTING ALLOCATIONS**

RIVERINA RIVERLAND MURRAY VALLEY

**2019-20 WATER PRICING**

WANTED FOR SALE  
PERMANENT WATER APPROX. \$7,000/ML

**CLIMATIC OUTLOOK FOR AUSTRALIA**

• April-June Rainfall outlook shows no strong indication either way towards a wetter or drier than average three months ahead.

**EXPORT MARKET UPDATE**

• China (year ended Dec 2018)  
• Volume 164ML, A\$1,034M, \$6.30/litre  
• 12.1% of Wine Production (19.2% Total Exports)  
• Past 5 years 35% volume up and 30% in value  
• 71% sold as bottle, 28% sold in bulk format

**EXPORT MARKET UPDATE**

• United Kingdom (year ended Dec 2018)  
• Volume 264ML, A\$389M, \$1.58/litre  
• 18.2% of Wine Production (28.8% Total Exports)  
• Past 5 years 1% volume increase and 1% in value  
• 17% sold as bottle, 83% sold in bulk format

**EXPORT MARKET UPDATE**

• United States of America (year ended Dec 2018)  
• Volume 161ML, A\$425M, \$2.64/litre  
• 11.9% of Wine Production (18.9% Total Exports)  
• Past 5 years 2% volume decrease and 5% in value  
• 17% sold as bottle, 83% sold in bulk format

**DOMESTIC MARKET UPDATE**

• Australia (year ended Dec 2018)  
• Volume 496ML, A\$3,500M  
• Past 12 months 1% volume down/6% value up  
• 17% sold as bottle, 83% sold in bulk format  
• Red & Rose 42%, White 43%, Sparkling 11%

**NEGOTIATION TIPS**

• Arrange a meeting with your winery, take notes  
• Understand their market and how they operate  
• Talk to other growers at the same winery  
• Arrange group meetings if possible  
• Do not leave discussions until the last minute  
**Call Riverina Winegrape Growers if you require further information on 02 6962 3944**

Reference: State Government indicative water allocations as at 31<sup>st</sup> April 2019, Water Markets on line, Export and Domestic wine industry information from Wine Australia.

Please note that the market is constantly changing but all indicators currently say it still remains strong. We encourage all members to seek further information about the market so that you are aware of how it is performing and how this relates to your winery(s) business operations.

The time is now to seek further information and shore up a home for your winegrapes for 2020 and beyond.

Growers need to be mindful that having meaningful discussions with your winegrape buyer is beneficial in many ways, firstly it allows the winery to understand any concerns that you may have and secondly you might be able to ascertain what the price for winegrapes will be in the years to come.

Meeting during the growing season and pre-pruning is a good way to start the conversation about yields. The Riverina has on average a disappointing yield position across most major varieties when compared to the neighbouring regions of the Murray Valley and Riverland whose winegrapes end up in the same markets as the Riverina.

Further information about the industry can be obtained from Riverina Winegrape Growers on the market conditions of growers that are interested can hop onto the Wine Australia website. <https://www.wineaustralia.com>

**Media Release dated 1<sup>st</sup> May 2019 Wine Australia**

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**Wine Australia Export report**  
1 Apr 2018 to 31 Mar 2019

**Total exports \$2.78 billion**  
**▲ 5%**

Volume 874 million litres ▼ -3%  
Average value \$3.41/litre ▲ 9%

**Exports by price point above \$10/litre**

22% 1% 51% 8% 16% 84% 12%

**Value of exports to the top 10 markets**

China (excl. HK and Macao)	\$1.11b	▲ 7%
United States	\$424m	▼ -3%
United Kingdom	\$388m	▲ 1%
Canada	\$205m	▲ 7%
New Zealand	\$95m	▲ 9%
Singapore	\$86m	▲ 10%
Japan	\$55m	▲ 16%
Germany	\$52m	▼ -1%
Netherlands	\$43m	▲ 2%
Malaysia	\$32m	▼ -2%

**Volume of exports to the top 10 markets (% cases)**

United Kingdom	26.8m	▲ 6.1%
China (excl. HK and Macao)	17.1m	▼ -9%
United States	17.0m	▼ -7%
Canada	7.8m	▲ 6%
Germany	3.9m	▼ -4%
New Zealand	3.6m	▲ 10%
Netherlands	2.1m	▲ 1%
Japan	1.9m	▲ 16%
Denmark	1.3m	▲ 9%
Belgium	1.1m	▲ 9%

**61%** of wine produced is exported

**2,603** active exporters

**20.8 million** glasses of Australian wine enjoyed overseas each day

**24,529** different products exported

Volume exported in MAT March 2019	# of exporters	Share of exporters	Million cases exported	Share of total export volume
> 100,000 9l cases	54	2%	79	87%
50,001-100,000 9l cases	41	2%	2.9	3%
10,001-50,000 9l cases	199	8%	4.2	5%
< 10,000 9l cases	2309	89%	4.7	5%
<b>Total</b>	<b>2603</b>	<b>100%</b>	<b>90</b>	<b>100%</b>

Reference: Wine Australia 1<sup>st</sup> May 2019 Media Release (in part)

## SECURING TALENT IN VITICULTURE AND WINEMAKING

In a recent *New York Times* [article](#) on the Australian wine sector (*I encourage you to reflect on that achievement for a moment*), Mac Forbes, a winemaker from in and around the Yarra Valley made the following point when referring to the status and importance of viticulture<sup>[1]</sup>:

*‘For a long time, farming and agriculture had been heavily dismissed’, said Mac Forbes. ‘We’re not trying to grow great wine’, he said. ‘We’re trying to farm to understand the place.’ That’s a challenge. He goes on to say... ‘A bigger problem than climate change is attracting good, young people to agriculture.’*

It’s a bold but striking and important framing of the issue. When it comes to climate change we are all very familiar with the debate and magnitude of the challenge. And that is exactly Mac’s point – attracting the youngest and brightest to our sector, and keeping them there, deserves the same level of attention, if not more. Think about the consequences if we don’t address this problem.

Australia has 2468 wineries and 6251 grapegrowers, who collectively employ more than 170,000 full and part-time staff across 65 winegrowing regions in Australia. This contributes more \$40 billion to the Australian economy.<sup>[2]</sup>

One of the pressing concerns for our sector is attracting and retaining staff and, while the demand for higher skills increases, the sector is concerned that course offerings from both TAFE and universities are in decline. More generally, businesses are finding it difficult to fill vacancies and retain workers in various streams of the sector; from the vineyard – with a shortage of senior vineyard managers a very real current concern – to the cellar door, particularly in regional locations.

This is a problem across agriculture, with the Australian Council of Deans of Agriculture observing that the job market for graduates of tertiary agriculture qualifications is five times larger than the supply of graduates.<sup>[3]</sup>

Labour and skill challenges will impact individual wine businesses and regions differently. However, the key issues facing the sector can be summarised as follows:

- ageing workforce
- gender imbalance
- employment of women in the wine sector is still well below 50 per cent and in our leadership and senior roles, female representation has been estimated at 8–10 per cent<sup>[4]</sup>
- fewer young entrants
- potential limits on skilled migration
- attracting people to the regions
- mismatch between sector needs and educational offerings
- new skills required to tackle automation, digitisation, climate change, marketing, and
- enhanced people management skills to deal with succession, intergenerational and diverse workforces.

Workforce issues also contribute to the challenges of staying in business. These include not only labour and skills shortages but also an ageing workforce and sometimes the absence of good succession planning, an issue that can be especially fraught in a family business.

The challenge is one Andy Clarke, Wine Australia supported Nuffield scholar and recently announced Future Leader for 2019, is prepared to tackle head on. Andy has been instrumental in ensuring that we have a platform for discussing the issues and working towards possible solutions at a forthcoming workshop titled *‘Securing and safeguarding skills for the future’* during the Australian Wine Industry Technical Conference.

## SECURING TALENT IN VITICULTURE AND WINEMAKING - CONTINUED

(Continued from page 7)

As Andy said, 'we are not going to solve the problem in 2.5 hours, but we will come up with a roadmap for how people can drive collaborative change in their own business and region as well as come up with a set of priorities for sector bodies or working groups to focus on'.

The workshop is supported by Wine Australia and will see an outstanding group assembled to lend their expertise, including Future Leaders alumni Ashley Keegan (CEO, Fabal Operations) and Katherine Brown (Assistant Winemaker and Brand Ambassador, Brown Family Wine Group). They will be joined by Henrik Wallgren (business services manager, South Australian Wine Industry Association); Derek Tiller (Nuffield scholar and grain grower), Erin Gorter (Primary Industries Education Foundation Australia Board Member and Meat and Livestock Australia Board member) and Professor Peter Høj AC (Vice Chancellor and President The University of Queensland and Wine Australia Board Director).

At the workshop, we will be developing strategies to foster stronger sector-education linkages and nurture educational pathways. We will be considering ways to change perceptions of what a career in viticulture and wine looks like and how we can build prestige in to the role. We'll also debate whether the relatively new concept in Australia of higher apprenticeships would fill a gap in lifting the level of sector relevant skills in viticulture and winemaking. The growing dearth of university-trained middle managers is also interesting. Many of the solutions point to strong sector and enterprise commitments to change the status quo. How do we help to retain the early

entrants to the sector, give them goals to strive towards and help to develop them further?

As Peter Høj will allude to, current courses or even jobs may not exist in 20 years, so what then? His point is ... 'the wine sector must come to accept wildly disruptive ideas'.

Yet disruption is already here and has skills implications: many aspects of grape growing and wine making are becoming digitally controlled and wirelessly connected. That means a vast amount of data is being generated and needs to be understood and leveraged

Automation is freeing up human resources and is changing capital investment. Digital disruption is also changing how the sector interacts with consumers. Other disruption is coming from changes in the climate, which brings us back to Mac Forbes' synchronous framing of the two issues. We need to focus on attracting talent and supporting skills that can be learned first in an educational institution but also on-the-job and that need to be refreshed and refined throughout life. Like climate change, we need to act now.

*Reference: Wine Australia Jo Hargreaves, Senior R&D Program Manager 10 MAY 2019*

*Footnotes:*

<sup>[1]</sup><https://www.nytimes.com/2019/03/21/dining/drinks/australian-wine.html>

<sup>[2]</sup><https://www.wineaustralia.com/market-insights/australian-wine-sector-at-a-glance>

<sup>[3]</sup><http://acda.edu.au/resources/GraduateDestinationsin.pdf>

<sup>[4]</sup><https://www.wineaustralia.com/market-insights/australian-wine-state-of-the-sector-2018-report> p.25

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