



## STRATEGIC PLANNING AND BUDGET MEETING REPORT

The Boards Strategic Planning and Budget meeting was held Wednesday 25th November at the Yoogali Catholic Club. It was attended by 31 constituted growers and their partners and spouses, all of whom enjoyed a glorious dinner (48 persons in total participated).

The meeting approved the 2016 - 2020 Strategic Plan for the Board and the 2016 Budget as sent to growers in October.

The meeting also approved that the 2016 statutory fees and charges of the Board remain at \$3.90 per tonne on all winegrapes grown by constituted growers.

The Chairman Bruno Brombal welcomed members to the meeting following dinner. He asked that members consider standing for the forthcoming election of the Board as the 5 elected member positions will be up for

available grapes. Wineries would be asked to nominate a variety or varieties that they sought and the Board would duly contact the growers on the list to determine if they wished to offer there grapes for sale.

The Board is also intending to meet with wineries in the new year to discuss market conditions and urge them to consider making higher payments for winegrapes this year. Growers were also urged to talk with their buyers and advise them of the ongoing difficulty in growing grapes for low average prices that have consistently been offered by many wineries.

The NSW Roads and Maritime Services gave attendees a thorough presentation on what the legal requirements are for using NSW Roads with agricultural vehicles and loads of winegrapes. It is important that all members are aware of their rights and legal obligations in these



election (further details are contained in this newsletter on page 6).

Members were advised that the return of the excess levy for 2016 went according to plan but that there were still cheques to be collected by growers. These growers had been informed by phone and as yet had been unable to collect these from the office. Cheques will be available in the New Year if members are unable to call into the Board office prior to its closure on 18th December 2016.

Members were informed that the winegrape index for unplaced grapes was open for business and that the conditions would apply similar to previous years. This means that wineries would not be given a list of

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## BOARD REPORT



- Manganese Project: Unfortunately Mr Darren Fahey NSW DPI has been unable this year to commence the project to look at the ways Manganese was getting into wines coming from the Riverina. It is hoped that the project will commence in 2016 as it is important that it is understood how this element gets into wine so we can deal with reducing this.
- Weather Station upgrade: The upgrade has gone ahead and these stations can now be accessed via the internet. It has been notified to the Board that the information is actually 2 hours behind the current time (due to a refreshing sequence of the host website). This will be rectified in due course. Growers seeking a copy of the weekly weather report are asked to contact the Board and provide your email address. The option of receiving the report by facsimile is now no longer possible.
- Levy Return progress: There is still around \$55,000 worth of outstanding levies to be collected from the Board office. If you do not collect these in 2015 they will be available in 2016 from the 4th January 2016 onward. If you paid a statutory levy to the Board this year you are entitled to \$2 per tonne rebate on this fee. The entire exercise returned to growers approximately \$455,000.
- NSW Minister for Roads: The Board did not get a response from the Minister for Roads but our local member Adrian Piccoli MP, Minister for Education stated that he would look to assist the industry in getting a meeting with the Minister in Griffith as soon as possible. Unfortunately it would not occur in time to assist growers this forthcoming vintage.
- MOU Signed with Winetitles: Winetitles the industry publishers approached the Board with an offer for all growers seeking to advertise their winegrapes with them. They will provide growers with the first month free of charge and ensure that these listings appear in the Daily Wine News for 3 days per listing at no extra charge. Growers can also take advantage of the offer for vineyard/farming equipment and/or any real estate that they wish to look to sell.
- NSWIA Innovators Forum: The Board Development Officer along with member Bruno Altin attended this event in Orange in November to discuss future investment priorities for the states viticulture industry.
- AWRI Seminar in Griffith: On 26th November the AWRI held a seminar at Riverina TAFE for growers and winemakers looking at many relevant issues for growers.
- Hanwood Grape Growers Association: The HGGA recently held their AGM. Lance Hicken was reappointed as Chair of the organisation. He stated in his report that members should consider standing for the Board to inject fresh ideas into the organisation. He also suggested that the appointed positions within the Board be given to independent persons to enable more open winery discussions.
- Merry Christmas to all the Growers and their families from the Board and its staff: We hope that you have a safe, happy and enjoyable Christmas and prosperous New Year. Please be advised that the Board office will be closed for trading from Friday afternoon 18th December 2015 until Monday 8:30am 4th January 2016.

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## STRATEGIC PLANNING AND BUDGET MEETING REPORT

*(Continued from page 1)*

matters and it is vital that this information is confirmed by growers at a local RMS branch as each circumstance is different.

Load restraint is going to be an ongoing issue for our industry as grape spillage (although in the decline) continues. As an industry we are being urged to not continue to manufacture grape transport vehicles in the same manner. We need to be innovative and change the way that the grapes are transported to reduce the risk of loads shifting and exiting the vehicle. You must

be able to come to a complete stop without items that are transported leaving the vehicle.

Growers were also reminded about the use and requirements to use pilot vehicles.

The meeting also had a thorough presentation from Mark Rowley Senior Analyst with the Australian Grape and Wine Authority. **A digital copy of Mark's presentation can be obtained from the Board office if growers wish to review it at their leisure. Please email [bsimpson@wgmb.net.au](mailto:bsimpson@wgmb.net.au) and a copy will be emailed to you or printed and posted out (*it is 61 pages in length*).**

## MEDIA WATCH

*The Drinks Business*

20th October 2015 by Neal Baker.

Australian vineyards are using nearly a fifth more water than they were three years ago, highlighting the dry **conditions still affecting the country's winemaking industry.**

Figures released by the Australian Bureau of Statistics show that 440,000 megalitres of water was used to irrigate vineyards in 2015 – an increase of 18% on 2012.

Vineyards in South Australia accounted for 46% – 203,000 megalitres of total water use – followed by New South Wales with 32% (140,000 megalitres) and Victoria with 20% (86,500 megalitres).

The rapid rise in water use since 2012 – the last vintage for which data was collected – has been brought on by the drought conditions that still plague the country, even after the so-called **“millennium drought” that was at its worst between 1995 and 2009.**

Red trumping white

The research also looked at the production rates in the country, with red wine production increasing by 5% on 2012 at the expense of white wine production, which declined by the same amount.

In 2015, red wine grape production increased to 844,000 tonnes and red wine grape vines accounted for 64% of all vines planted in Australia.

The most popular varieties produced were Shiraz – which accounts for almost half of total red wine production – at 395,000 tonnes, Cabernet Sauvignon at 203,000 tonnes and Merlot at 112,000 tonnes.

South Australia produced the majority (54%) of **Australia's red wine grapes in 2015 with 454,000 tonnes**, followed by New South Wales (25%) and Victoria (19%).

In 2015, production of white wine grapes decreased nationally (down to 764,000 tonnes) and in all states and territories except Victoria, Tasmania and the Australian Capital Territory.

The top white wine varieties produced were Chardonnay with 341,000 tonnes, Sauvignon Blanc with 84,000 tonnes and Semillon with 65,400 tonnes, which suffered a 16% decline in production.

**Approximately 75% of Australia's white wine grapes** were produced in South Australia and New South Wales, the statistics show.

Reference: <http://www.thedrinksbusiness.com/2015/10/water-use-in-australian-vineyards-up-18-per-cent/>

## WANT TO ADVERTISE YOUR WINEGRAPES FOR FREE?

Wine Grapes Marketing Board Index

**Growers are well aware of the Board's Winegrape Index that has been in operation for many years. The Board's index keeps track of fruit that is without a buyer and gives the Board your number to call when wineries are seeking extra winegrapes. The details of the entire list are not disclosed nor are the individual details of growers. While this is a non-traditional manner in listing and selling items it works because it protects growers individual details and does not disclose the volume of fruit of a particular variety to third parties.**

Opportunity to advertise your grapes for free

The Wine Grapes Marketing Board has entered into a 12 month Memorandum of Understanding (MOU) with Winetitles to provide a tailored range of individual

grower online market board options for grape listings and sales transactions.

Winetitles will offer to our growers free listings for an **initial month which will include “enhanced listings”** which means that listings will appear on *Daily Wine News* for 3 days per listing at no charge.

Winetitles will also provide for our grower members the opportunity to list used equipment and real estate.

Please note that the Wine Grapes Marketing Board will not be responsible for grower listings or for any of the transactions. It is also important to note that while the initial one month listing of items is free to list these items for longer than that will incur significant costs. See the following website for further details.

<http://www.wineindustryclassifieds.com.au/>

**[w] winetitles media**  
WINE INDUSTRY SOLUTIONS

# WINE GRAPES MARKETING BOARD

## RMS ISSUES GROWERS NEED TO KNOW

At the recent Wine Grapes Marketing Board general meeting held at the Yoogali Club 25<sup>th</sup> November a representative of the NSW Roads and Maritime Services (RMS) spoke to the meeting about the current legal requirements of agricultural road users and the need to continue to reduce spillage of winegrapes.

The following covers “some” of the issues that were raised and was recently emailed to members. The Board suggests that you seek further information from the RMS in relation to any queries that you may have or call into the office to discuss.

### DOCUMENTS TO BE CARRIED:

The attached documents are required by current law to be carried by operators. The links to these documents are below if you wish to explore them online.

<https://www.nhvr.gov.au/files/c2015g00418-nsw-class-1-agricultural-vehicles-no1.pdf>

<http://www.rms.nsw.gov.au/documents/roads/using-roads/road-access/light-vehicle-ministerial-order.pdf>

If you are unable to print these out please feel free to call the office and one of our staff will ensure that you receive a copy.



### REGISTRATION “PURPLE CERTIFICATE”:

Operators **MUST** also carry a “purple certificate” for the registered agricultural vehicle at all times. The “purple certificates” are obtained from the RMS when you get your agricultural vehicle registered. While it essentially contains identical details to that which is on your registration papers it is required by law to be carried and you could be fined for not possessing a copy.

It is wise if all the above documents are printed and contained in a water and dust proof stationary folder within the vehicle.

### GRAPE BINS:

Growers were also reminded about the towing of

grape tipper bins are also subject to certain legislative provisions. If the trailer does not have its own brakes it must not be towed at a speed greater than the less of: 20 km an hour less that the speed limit applying to the section of road on which the implement is travelling, and (b) 50 km an hour. Caution must also be given to the weight of the implement being towed to ensure that it does not exceed the limits provided. Please go to the following link for further information: <http://www.rms.nsw.gov.au/roads/safety-rules/road-rules/towing.html>

### WORK DIARY EXEMPTION:

This is still in effect and is a currently national exemption. Please note that if operating under this exemption you must not be carrying out work for other people even if you are doing them a favour. If you are not carting your own produce you are a freight operator. The same also applies to registration – if you are conducting business (carting for money/reward or favour) you will need a business registration as opposed to a primary producer registration.

<https://www.nhvr.gov.au/files/c2015g01429-national-primary-production-work-diary-exemption-no2.pdf>

### NIGHT MOVEMENT OF HARVESTERS:

Grape harvester operators are advised that to move harvesters on RMS and Council managed roads at night a permit is required by law and can be obtained by going to the local RMS. For more details follow the link: <http://www.service.nsw.gov.au/transaction/apply-move-grape-harvester-night-murray-darling-area> This area will be heavily policed this year by RMS so please get a seasonal permit if you are needing to move between blocks.

### REGISTER OF TRANSPORT VEHICLES

Last season it became apparent at times that there were insufficient transport vehicles for grapes available (at peak times). This was either due to stoppages and delays in the field and at the winery. To assist industry the Board would again like to seek the contact details from growers and transport operators that are available for hire and can be called to assist.

To participate can you please forward this email to the relevant person and/or reply to this email with the details of your transport vehicle. The load it can cart and your name and contact details. You will also need to state that you give the Board permission to forward your contact details to third persons on request.

## NEW INDEPENDENT CHAIR FOR WINE GRAPE GROWERS AUSTRALIA

16th Nov. 2015. Wine Grape Growers Australia is delighted to announce the appointment of Jo Andrew as Independent Chair of the organisation.

The decision was made to appoint an independent Chair following the retirement of long-standing Chair and South Australian representative Vic Patrick.

**“We felt we needed someone with a fresh perspective and experience in leading an organisation through a period of significant challenge and change, where we have to set the framework for the industry for the next twenty years” Justin Jarrett, deputy chair of WGGA and chairman of the selection panel noted.**

**“We were fortunate to receive a number of excellent applications, but Jo stood out because of her strong corporate governance skills, understanding of political processes and extensive experience with stakeholder engagement and addressing regional issues. She also grew up on a grape and citrus property in the Riverland, so she has excellent insights into the realities facing grape growers.”**



Jo (Joanna) Andrew is a Capital Partner with law firm Mellor Olsson, which is based in Adelaide with offices in rural South Australia. Jo has specific expertise in Governance and Law, Strategy and Business Development. She is the current Chairman of the Brain Injury Network of SA, non-executive director of the Adelaide and Mount Lofty Ranges NRM Board and of Crime Stoppers SA and until recently was also Chairman of the Julia Farr Association and Julia Farr Housing Association.

**“I am delighted to be taking on this role with Wine Grape Growers Australia” Jo said today.**

**“This is a fascinating and complex industry facing a number of significant challenges. I am looking forward to playing a role in setting the future direction for the organisation that will contribute to an improved outlook for winegrape growers.”**

Jo has hit the ground running – attending her first WGGA Executive Committee meeting the day after her appointment was announced at the AGM on Tuesday.

## WINE INDUSTRY AGREES ON A PLAN FOR INDUSTRY REFORM



In an open communique to industry the following information has been provided:

Wine industry leaders and representatives came together in Adelaide on Tuesday, December 1, to progress discussions and agree a plan for undertaking industry reform to enable representative organisations to contribute to a return to profitability.

In late August more than 40 wine industry leaders from across Australia gathered in Adelaide at *Grape and Wine 15* to reach consensus on how representative bodies could play their role in assisting the industry return to profitability.

The collective group, representing all sectors and states acknowledged that the structure and relationships between the various wine industry representative organisations are one of the mechanisms that can contribute to addressing these issues and help move the industry towards a more sustainable & profitable position. It was agreed that a strong

collective voice from industry was an important part of the solution.

On December 1 the group re-convened to discuss possible pathways to delivering better outcomes for all industry participants.

The meeting reached consensus on a number of issues and agreed on a plan and way forward as follows:

1. delivering the best outcomes for all industry participants will be most likely through a single industry services body

The industry would ultimately be best served by a single, industry owned service organisation. This organisation may assume responsibilities including the current R,D&E, marketing, regulatory and other functions currently provided by AGWA along with the suite of services and industry representation provided currently by national and state representative organisations.

The meeting agreed that this structure would provide:

- \* a real and clear opportunity to establish unity of purpose, strategy and execution across all levels of representation;

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## BOARD ELECTIONS

All growers that produce greater than 20 tonnes of winegrapes are eligible to stand for the forthcoming elections onto the Board. These will be held early 2016 with nominations being called for at the end of 2015.

If you are taking the time to read this newsletter then you would understand that the industry is currently going through very difficult trading period that has continued for many of you since 2009.

It is therefore critical that you are adequately and appropriately represented during such a time to ensure that your issues and views are heard by the relevant authorities and the media.

Growers that are interested in becoming a Board member can speak to other existing members of the Board or Staff to determine if putting your hand up to become a member of the Board is something that you might wish to consider.

The Board normally holds 12 meetings per annum which normally take around 3 hours to complete and the prior reading for these can vary depending on the number and type of business item being discussed.

So please consider standing up and representing your industry.

The election timetable has been developed by the NSW Electoral Commission and takes into account the fact that the Christmas and New Year Period many business operations have closed.

Invitation for nominations will occur Friday 22nd January 2016. Nominations will close midday Friday 12th February 2016.

If there are sufficient nominations received to fill the 5 positions there will be no election. The same will occur if there are less nominations than positions available.

An election if needed will proceed with a Notice of Ballot occurring Friday 19th February 2016. Following this the Electoral Roll for Growers will be exhibited at a venue to be confirmed from Tuesday 23rd February until Tuesday 8th March 2016.

Enrolments will close midday Wednesday 9th March 2016 and ballot papers will be posted to voters on the roll Friday 11th March 2016.

Ballots will close midday Friday 1st April 2016 and the count will occur that same day.

The method of voting is proportional representation. This means that nominees will be appointed based on the number of votes that they receive.

Any person who belongs to the class of primary producers for which the Board is constituted (produces greater than 20 tonnes of winegrapes) is eligible for nomination as a candidate for election to that committee. Nominations will need to be on a specific form (to be provided in due course) and made by at least 6 persons (other than the candidate) who are entitled to vote in the election.

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## WHERE IS THE WATER GOING?

Recent local media regarding water trade refers to no accountability or record of who is buying and selling and where the water is going and what the price is.

This article shows that anyone can access this data if you have the time and willingness to do a search.

Recently the opportunity for external trade out of the Murrumbidgee Valley occurred and the window of approximately 50,000 ML was filled in less than a day.

The trade information on this is available from the following internet link: <http://registers.water.nsw.gov.au/wma/AllocationSearch.jsp?selectedRegister=Allocation>

Once there select Murrumbidgee as the Water Management Area, then Murrumbidgee Regulated River Water Source as the Water Source. Leave the Category as All and the Transfer Type as Any Source Category. Finally select the year that you want to review.

What you will see are all the trades from where these are assigned from to where they are assigned to and the details such as date, volume and price.

If the trade doesn't have a price it is likely that the transfer is going through to a related party, such as a transfer from one property to another.

In the recent trade out of the valley a large number of the trades had no value. It can be assumed that these trades, many with similar Water Access Licence numbers were trades to the Murray by brokers that had already purchased the water locally from sellers. Purchasers that are likely to have been made at a time when no external trade was provided for. The brokers were simply waiting for the external access to occur.

Persons seeking further information should call the Department of Primary Industries Water on 1800 353 104 or via email [water.enquiries@dpi.nsw.gov.au](mailto:water.enquiries@dpi.nsw.gov.au)

## MISLABELLED WINE COSTS EXPORTER ITS LICENCE - MEDIA WATCH

<http://drinksbulletin.com.au/2015/12/mislabelled-wine-costs-exporter-its-licence/>

Posted by James Aitkinson 3 December 2015

Mislabelled Wine Costs Exporter its Licence An exporter of Australian wine labelled as pinot grigio that was in fact three other grape varieties, has been stripped of its export licence by the Australian Grape and Wine Authority (AGWA). Dal Broi Wines (DBW), parent company of Griffith-based Southern Estate Wines, failed to win a stay application against the licence cancellation, which the company said had already cost it a contract with US drinks giant Constellation Brands. Dal Broi had exported two parcels of wine, one to Canada in mid to late March 2015 and one to the USA in October 2014, which it described as 2014 pinot grigio. Label integrity program (LIP) records subsequently provided to AGWA indicated that the parcels were in fact comprised predominantly of semillon, chardonnay and colombar. After giving Dal Broi Wines the opportunity to respond, AGWA in August notified the company that its export licence would be cancelled, effective immediately. Dal Broi Wines applied to the Administrative Appeals Tribunal of Australia for a review of the decision, as well as lodging an application requesting a stay order. Director Andrew Dal Broi acknowledged the error in his witness statement to the tribunal, but argued it was not the result of a deliberate scheme to defraud customers. **"The issue has been addressed by putting in place procedures to audit and ensure that an error of this nature does not happen in the future," Dal Broi said. He said about 70 per cent of the company's business was for the Australian export market and that if a stay were not granted, there was a serious possibility that the company would fail. "DBW's contract to provide wine to Con-**

**stellation is an example of a contract that was on foot for past and future wine sales," he said. "That contract is now lost and the relationship with Constellation tarnished because of the immediate cancellation of DBW's export licence." In January, Andrew Dal Broi declared the company's intention to ramp up production for overseas clients, having acquired a Griffith winery with 22,000 tonnes of crushing capacity. A complex transaction Tribunal Senior Member Egon Fice said the transaction that led to the shipment of the offending wine was "relatively complex". Fice heard evidence from Dal Broi's solicitor that Griffith's Wickham Hill Winery was the source of the wine which was blended in conjunction with Warburn Estate. "Wickham Hill Winery onsold the blended wine to Cheviot Wines, which in turn entered into an agreement to sell the wine to Wyadra Wines which then supplied the wine to Dal Broi Wines," said Fice. Dal Broi Wines did not have a documentary trail proving the movements of the wine consignments, its newly appointed Chief of Finance & Operations Gavan Dowden admitted.**

**He said the company "may have been a little remiss in the appropriate record keeping in recent times". "I have now implemented a strict process of record keeping per wine consignment purchased which required the purchase of an inventory system to do so," he said. But this evidence was not persuasive for Senior Member Fice, who declined the stay application on October 30. "While it is yet to be proved where precisely in the chain of production the error arose, that does not seem to be the point," he said. "Dal Broi Wines, as the exporter of wine goods, must comply with the LIP. "Its failure to keep proper records, on its own admission, caused wine to be exported to Canada and the USA which was mislabelled." He accepted that Dal Broi faced hardship**



**without the stay being granted, but said the damage would at least be minimised if the company's application for review was brought on for hearing in the near future. Andrew Dal Broi told drinks bulletin he is considering his options and it would not be appropriate to comment further at this time. AGWA could not be contacted for comment.**

# WINE GRAPES MARKETING BOARD

(Continued from page 5)

- \* the best chance of delivering against the agreed key issues and provide an opportunity to improve the services and capacities of the industry organisations; and
- \* an alignment with how levies are spent and industry regulation is shaped and implemented.

The meeting also recognised the significant challenges faced in transitioning to a governance model such as this. While it remained the preferred solution, the meeting agreed that:

- \* A working group should be established to guide the development of a plan to transition to this model. The working group should, in the first instance, include members of the current Steering Committee but, at their discretion, look to invite or accept nominations from other stakeholders.
  - \* The working group should in the first instance undertake work so as to more clearly identify key aspects of the process. This should include an identification of, and consultations with, the key stakeholders who will need to be engaged, the potential risks associated with progressing towards this model, the pathway to, and timing for a transition to this model and an understanding of the transition and recurrent funding likely to be required for this new whole of industry services body. It was hoped that this initial scoping work could be completed by the middle of 2016 with the outcomes provided back to the industry leaders at that time.
  - \* The process of firstly examining then transitioning to a new whole of industry services body must be contingent upon the commitment from all industry stakeholders. As likely beneficiaries of the benefits, it was expected that all current industry bodies (national, state and regional) would make a financial, time and resource commitment to all stages of this process.
2. Delivering outcomes of a united industry voice through merger of national bodies and incorporating state and regional bodies

The meeting agreed that while the program of work was underway the industry should commence negotiations towards implementing changes to the current organisational structures so as to facilitate:

- \* a stronger positioning of a unified industry, clearer on its strategy and plans for the future; and
- \* an improved opportunity to deliver against the identified significant obstacles, against the business and operational performance objectives and benefits, improved services and capacities.

The meeting agreed that the National and State Chairs of the industry representative bodies (along with the Chairs from Riverland, Riverina and Murray Valley) should take carriage of this process. The working group was also identified as the mechanism to support the Chairs in this process.

The meeting provided strong encouragement to Chairs to consider:

- \* the potential benefits that should be available from creating a single national representative organisation that will represent all industry and assume the current roles of WFA and WGGA;
- \* building greater capacity and capability at the regional level through the integration, over time, of smaller regional bodies into better resourced organisations; and
- \* the integration of the current state organisations with national responsibilities to deliver a single integrated representative body that would deliver a range of industry services along with appropriately resourced and skilled representation at both national and state levels.

It was also agreed that these changes were contingent upon the financial, time and resource commitment from all national, state and regional associations.

It was recognised that while industry leaders desire this unified outcome, the decisions were up to the different national, state and regional boards.

The agreed outcomes from this second industry leaders meeting provide a pathway for industry to build a sustainable, fit for purpose industry organisational structure. The changes were seen as both necessary and a pre-requisite to enabling the key issues facing industry to be more effectively and efficiently addressed and ultimately resolved.

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