

WINE GRAPES MARKETING BOARD ELECTIONS

Elections for the Wine Grapes Marketing Board will be called shortly with 5 Board positions open for election. Growers are urged to consider standing for the Board to continue its drive to work for and with growers at many levels, regionally, state and nationally.

The Board has been in operation since 1933 working for growers in the region. It is important that it continues to have growers that are willing to provide their time and input to make representative decisions that affect growers in the region.

The Board holds regular monthly meetings at its office in Yambil Street and these are generally timed to suit the seasonal on farm activities. Apart from these monthly meetings the odd special meeting may be called to discuss specific issues as they arise.

All Board Members receive payment for their services with general non executive members receiving \$4,000 per annum plus travelling reimbursement to attend the monthly meetings. Executive Positions of the Chair and Deputy Chair receive a higher payment reflective of the hours and non Board committee work that they undertake each year.

Currently the members holding elected positions are:

- Bruno Brombal (Chairman since 1998) elected in 1989.
- Robert Bellato (Deputy Chairman since 2001) elected in 1995.
- Louis Dal Nevo elected in 1999
- Tony Baggio elected in 2003.

Appointed members are:

- Eric Berton & Bruno Altin

The 5th elected position on the Board was occupied by Leeton grower Len Gullotta whom died earlier this year and his position remained vacant.

The combined experience of the current Board is 62 years. Regardless of this high level of representative experience all 5 positions will be up for re-election, all of these persons are able to stand again for re-election and will be required to be formally nominated.

Growers are encouraged to nominate for the opportunity to represent your interests on the Board. To be eligible for nomination you must be a primary producer for which the Board is constituted as set out in the Board foundation regulations.

Nominations for the Board election will be announced in the local paper in due course by the NSW Electoral Commission and to be formally accepted these must comply with the relevant regulations.

An appropriate nomination form (to be provided) must be completed and the nomination supported by at least 6 persons (other than the candidate) who are entitled to vote in the election.

The form must contain a statement, signed by the candidate, stating that the candidate consents to the nomination and the form must be lodged with the returning officer prior to the scheduled close of nominations. Candidates uncertain as to the validity of their nominating persons can contact the Board for further information.

Growers that have not participated in an election previously should contact the Board to ensure that your voter details are held by our office. Please note that one trading entity is entitled to one vote, persons that are registered for two separate trading companies as the registered voter need to amend their details as you only receive one vote per person.

Interested persons should contact the Board CEO Brian Simpson for further information.

WHAT'S INSIDE

	Page
Wine Grapes Marketing Board Elections	1
Expressions of Interest Sought for Training Opportunities	2
Board Activities Report	2
Useful Apps for Australian Agriculture	3
Engineering could save 2,750GL of Basin Water	4
Returns Improve for Riverland Growers	4
AWRI Benchmarking Vineyard Greenhouse Gases	5
NSW Small Business Commissioner meets with Growers	5
8th International Workshop on Trunk Diseases report	6
Media Monitoring - Health Lobby Growing Stronger	7
Important dates for your diary	8

EXPRESSIONS OF INTEREST SOUGHT FOR TRAINING OPPORTUNITIES

Calling for Expressions of Interest - Opportunity for a funded training places.

An opportunity to tone up your skills without leaving home using online training.

Farm Business Performance Review – learn how to check up on your business – considering production, marketing, finance, people, resources and sustainability. This course helps you to realise where your farm needs to financially improve and how to achieve the goals you have for your farm business.

Marketing - learn how to develop, implement and

evaluate a marketing plan for different commodities. Learn to assess alternative marketing strategies and techniques to meet business plan objectives.

Register early – only a few funded places available!

To register your interest, please contact the Board office for the Expression of Interest forms.

If you want to find out more information go to the Rural Biz Training website www.ruralbiztraining.com.au (Training and Courses – Short Courses) or call them on 02 6884 8812

BOARD ACTIVITIES REPORT

- The Board has been working with Riverina Biosecurity in relation to Fruit Fly baiting requirements for grape growers. Should fruit fly be declared endemic in the region the requirement of grape growers to spray will be changed as will the paperwork needed to move fruit interstate.
- The Development staff hosted a Water Use Efficiency seminar recently with 10 growers participating. 32 different data sets were recorded in the previous season across the region. Those growers that volunteered to participate found the information when compared to others in the group useful.
- The office is currently working through a number of outstanding statutory fees owed to the Board. While the return rate on invoices has been very pleasing a small number of growers have been unable to make this payment. The Board is also still chasing and entering data from wineries that did not voluntarily supply the information to enable this to occur earlier in the year. As a result inspectors had to be appointed by the Board to chase up these processors.
Growers should note that the fees and charges are compulsory and the Board has the legislation to recover these as a debt. Unfortunately late payment of these accounts is a cost to all growers.
- The Board conducted a strategic review of the MIA Vine Improvement Society. While the industry has declined in terms of plantings in recent years the need to maintain healthy plant material is important and critical as vines age and may require replanting in a few years. The Board and the Riverina Winemakers Association provides a small amount of funding to the MIAVIS to assist its basic operations. MIAVIS will now need to develop a business case for more substantial funding from the GWRDC if it is to continue to maintain current stocks.
- The Griffith Visitors Centre Guide will again promote the region and its growers with the Board committing to the artwork recently, this follows the same promotional opportunity provided by the Leeton Visitors Centre earlier in 2012.
- NSW Minister for Primary Industries has been invited to the region to meet with growers. Following on from the NSW Upper House Inquiry that the Government declined to support any of the recommendations the Board has sought the Ministers presence in the region to meet face to face with affected growers. Through local MP the Hon Adrian Piccoli an invitation has gone out and the Board hopes that a positive response will be received forthwith.
- WGMB Next Bunch Program: the Board recently hosted the first session of the wine industry leadership program for interested young growers. The following growers are registered participants of the program. Bruno Altin, Jason Aventi, Michael Aventi, Steven Barbon, Anthony Brombal, Kirsten Dal Broi, Chris Forwood, Chris Molineaux, Paul Rapone, Corey Rebetske, James Rossetto, Michael Rossetto, Dom Schirripa, Anthony Schirripa, Andrew Stott. The Next Bunch program is about increasing the skills set of younger producers and formally recognising existing skills. It is funded via the GWRDC Grassroots Program.

USEFUL APPS FOR AUSTRALIAN AGRICULTURE

This guide contains the latest iPhone & iPad applications that are available and useful in Australian agriculture. This information has been derived from the NSW Department of Primary Industries *“Useful apps for Australian agriculture—iPhone and iPad”*. It was prepared by Karen Robert, District Agronomist, Parkes NSW. The guide is for information purposes only and should not be considered an endorsement, advice or a recommendation. The list of apps is not exhaustive and contains a selected range of useful apps for farm

advisors and farmers. Most apps have been selected for their relevance to Australian agriculture and their accuracy. Where multiple apps exist, the highest rated apps have been included, the most useful as an example by itself with selected other apps in a group. Where multiple free apps exist, priced apps are only included if they offer significant improvements in performance or quality. The list is continually updated and the latest update is available from www.dpi.nsw.gov.au/agriculture/broadacre

App Name, owner, designer	Cost (\$)	iPad	iPhone	Internet required	What it does
General Programs					
Weeds: the Ute Guide (GWRDC)	Free	Yes	Yes	No	Identify the most common weeds in Southern Australia
Crop Diseases, Horticultural Industry Network (DPI Vic)	Free	Yes	Yes	Yes	Compare current crop disease resistance rating, compare disease symptoms, map diseases and share picture of diseases with others.
Water Storage, Bureau of Meteorology	Free	Yes	Yes	Yes	Reports dam storage information for 250 publically owned storages across Australia.
My Environment, Dept of Sustainability, Environment, Water, Population & Communities	Free	Yes	Yes	Yes	Uses GPS to show heritage place, wetlands, protected areas, weeds and invasive species around your location.
Weather					
Weatherzone Plus	\$1.99	Yes	Yes	Yes	Weather forecasts and maps
Elders Weather	\$1.99	Yes	Yes	Yes	Weather forecasts and maps
Yr.No. NRK	Free	Yes	Yes	Yes	Weather forecasts and maps
Farm Management Packages					
Spray Lite	Free	Yes	Yes	Yes for parts	Spray data recording system that allows you to include: farms, sprays used, products used, crop type and generates a report.
Back Paddock Advisor Mobile, Back Paddock Company	Free	Yes	Yes	No	Agricultural spray recommendation generator for BackPaddock Advisor program
Farm Contractor, Stringybark Software	\$10.49	Yes	Yes	Yes for parts	Allows farmers to record client and job details and email them back to office for invoicing. 25 job types are included.
PacketPAM-gpsScout, FTI (1997) Pty Ltd	Free	Yes	Yes		Collect crop observations, pest and disease records and weed counts, sends records back to PAM and overlays your PAM map as a layer of points linked to t crop monitoring records.
Tools (Agriculture)					
Calculating chemical mixes with: CalcSpray (FTI 1997 Pty Ltd) \$1.99; Tankmix (Dupont) Free; Tank Mix Calculator (TapLogic, Free, USA); Spray Calc (minskaysoft)					Calculate chemical mixes including total chemical required per tank, per area and water per area but features vary slightly.
Fertiliser Cost Calculator (NPK), Smith Farms Apps	Free	Yes	Yes	No	Estimates value of Nitrogen per unit of Phosphorus source and costs of P205 (need to convert to metric)
Information					
First Aid, St Johns Ambulance Australia	\$4.49	Yes	Yes	No	Step by step emergency First Aid information including images
Fires near me NSW, NSW Rural Fire Service	Free	Yes	Yes	Yes	Locates fires in NSW on a map with a link to fire information.

ENGINEERING COULD SAVE 2,750GL OF BASIN WATER

Five engineering works proposed by AusFoodSecurity Organisation for the Lower Lakes in SA, to mitigate taking 2,750 gegalitres of irrigation water out of production in the Murray Darling Basin, are (according to their website) variously supported by:

- the South Australian government;
- local communities around Lakes Alexandrina and Albert and the Coorong;
- the Murray Darling Basin Authority (MDBA);

SAs state Liberal opposition, which has called for the MDBA to investigate four of these proposals.

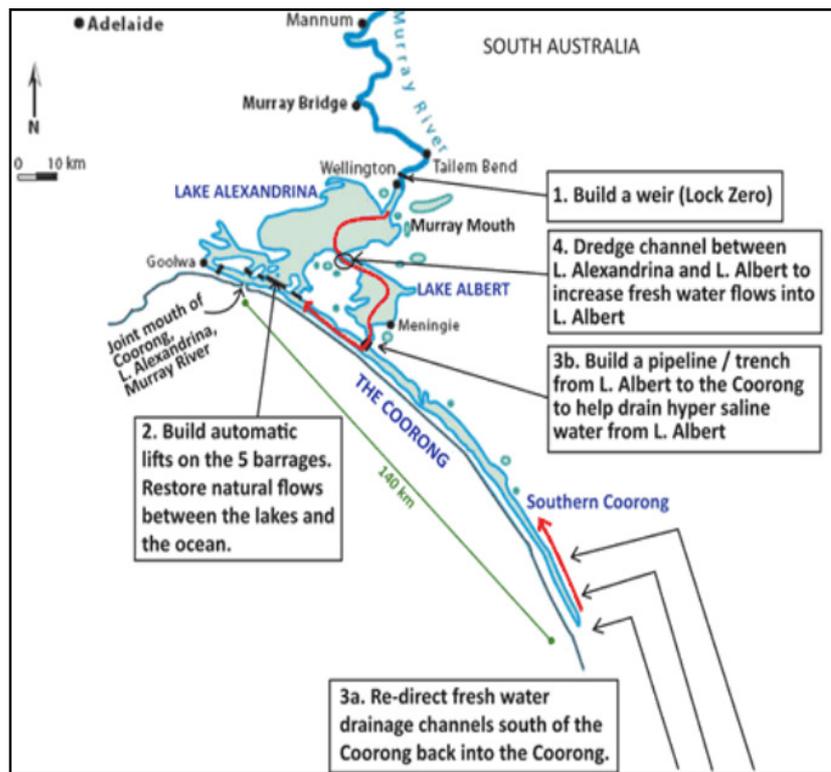
- The SA Conservation Council supports three of the five proposals.

These works are vital to the environment and for securing fresh water for Adelaide. They are vital for stopping the current Basin Plan destroying Australia's largest irrigation region and risking Australia's food security.

These works are important for stopping the collapse of every irrigation area in the Basin, with the planned take of one-third of irrigation water from farm production for environmental flows.

These proposed works are (see map below):

- Automate the barrage gates to allow natural flows between Lake Alexandrina and the sea;
- Redirect fresh water flows from south east SA back into the Coorong;
- Dredge the channel between Lake Alexandrina and Lake Albert to increase fresh water flows into L. Albert;
- Build a pipeline/trench from Lake Albert to the Coorong to help drain hyper saline water from L. Albert;
- Build a pipeline/trench from Lake Albert to the Coorong to help drain hyper saline water from Lake Albert;
- Build a new weir (Lock Zero) at the bottom end of the Murray.



Source: <http://ausfoodsecurity.org.au/>

RETURNS IMPROVE FOR SA RIVERLAND GROWERS

The wine crush report for the 2012 season showed a \$31 million boost in returns for Riverland growers.

The report by the Phylloxera and Grape Industry Board of South Australia found the region's winegrape industry was worth \$136 million.

Production rates rose, with the region recording a 29,000-tonne increase in yield over the year before.

Board CEO Alan Nankivell said the result came after a poor year in 2011.

"It's certainly showing that our production figures overall in the state are just marginally up this last year by 20,000 tonnes roughly over the previous year, however the previous year was a very bad year for production," he said.

"We've turned a corner and the trends are that not only the production is increasing but the price per tonne is increasing back to growers."

Source: <http://www.abc.net.au/news/2012-10-03/returns-improve-for-riverland-grape-growers/4292782?§ion=news>

Editors Note: Heartening news for the growers in South Australia and something that Riverina growers are sorely in need of, i.e. good news. Growers should commence communicating with wineries in relation to the 2013 prices to be paid as a continuation of the low priced seasons of the past years will see more growers pushed out of the industry as financial institutions tighten their hold and revalue farm equity.

AWRI BENCHMARKING VINEYARD GREENHOUSE GAS

The three major greenhouse gases produced by agricultural activities are carbon dioxide (CO₂), nitrous oxide (N₂O), and methane (CH₄), which are absorbed and emitted from plants and soils as a result of plant and microbial metabolic activities and management practices. Reducing the potent N₂O emissions from vineyard activities is the focus of a DAFF 'Action on the Ground' funded project led by AWRI's Mardi Longbottom (Email: mardi.longbottom@awri.com.au)

This project will enable measurement of the nitrous oxide emissions from a range of vineyard scenarios taking into consideration factors such as soil type, fertiliser practices, ground cover and soil moisture. Five grapegrowing regions will be included in the study to cover a broad range of conditions. The aim of this work is to establish baseline N₂O emissions levels and identify and recommend those practices which have the potential to reduce production of this potent greenhouse gas.

NSW SMALL BUSINESS COMMISSIONER MEETS WITH GROWERS

On the 11th of September the NSW Small Business Commissioner met with a group of growers at the Board office. The meeting was arranged by the Board following a number of issues arising from the previous vintages and the Board wanting to advise the Government's representative what problems are being faced regionally by producers.

It should be noted that the Office of the Small Business Commissioner is there to support small business, i.e. grape growers and following the removal of the statutory terms and conditions of payment the NSW Minister for Primary Industries has recommended that this Office could be able to assist producers in business dealings.

At the meeting the Commissioner advised that the issues in this industry are not unique to the grape industry where there are many small producers providing products to a few large purchasers.

The Commissioner advised that her office can work on issues if they have firm evidence of wrong doing, i.e. facts. She advised that they are also happy to deal with anonymous/unidentifiable/redacted submissions from individuals or groups.

The areas where the Commissioner thought that her office could work on were: (1) WET tax reform (to ensure legitimate business are obtaining the rebate), (2) Collective bargaining (review the maximum monetary amount allowable under a collective to determine if it suits the winegrape production business) and, (3) Unconscionable conduct (needs formal evidence to be provided confidentially).

The Office of the Small Business Commissioner has reviewed the WET legislation in NSW and provided the following information:

What used to be known as a Vigneron's Licence is now known as producer/wholesaler licence. In basic terms, a licence is required to sell wine - but not to sell grapes.

Wine producers can sell liquor in a variety of settings under a producer/wholesaler licence.

A producer/wholesaler licence enables a wine producer to: (a) sell the 'licensee's product' to other licensees on the licensed premises, (b) sell the 'licensee's product' to the public on the licensed premises, (c) conduct tastings of the 'licensee's product' on the licensed premises, with or without charge, (d) operate multiple premises under the one licence in the same wine region, (e) sell any liquor made from fruit grown on the licensee's premises or a related vineyard.

Wine producers can also obtain a drink-on-premises authorisation. This allows any type of liquor to be sold for consumption on the wine producer's licensed premises. Eg, the operation of a bar or the sale of liquor with other products and services such as meals, accommodation, functions and public concerts.

Wine producers can also sell their 'licensee's product' directly to the public at wine shows, and producers' markets and fairs. This enables wine producers to conduct tastings and sell takeaway wine.

'Licensee's product' that is wine must be uniquely the licensee's (or a related corporation of the licensee's) own product, and it must contain at least the following percentage of wine:

- 50%—in the case of wine that has been produced by or under the direction of the licensee (or a related corporation of the licensee) on the wine producer's licensed premises or a vineyard related to the licensed premises
- 85%—in the case of wine that has been produced on the licensee's behalf, or under the direction of the licensee or a related corporation of the licensee, from fruit grown on the wine producer's

(Continued on page 8)

8TH INTERNATIONAL WORKSHOP ON TRUNK DISEASES

Report by Helen Waite, National Wine and Grape Industry Centre, Charles Sturt University, Wagga Wagga



and reduce the level of pathogens in the soil.

The International Council on Grapevine Trunk Diseases (ICGTD) is an organisation of scientist, viticulturists and other interested members of the grape and wine industry dedicated to research and control of grapevine trunk diseases. Every two years the ICGTD holds a workshop where scientists from around the world present the results of their research and discuss the issues of trunk disease identification, epidemiology and control. The 2012 workshop was held on 18-21 June in Valencia, Spain. The research reported at the 8th IWGTD was of a very high standard and significant progress has been made in the identification, epidemiology and management of trunk disease pathogens.

Trunk disease pathogens kill the woody tissue in trunks and cordons, and also produce toxins that are transported via the conducting tissue to other parts of the vine remote from the infection site. These toxins cause the typical leaf symptoms associated with trunk diseases, debilitating and eventually killing the host vine. Trunk disease infections acquired during propagation also cause failure and decline of young vines in newly planted vineyards.

The papers presented by a number of people at the workshop highlighted a number of issues:

- Trunk disease pathogens are spread by wind and rain splash and can invade pruning wounds, particularly in vines pruned early in winter.
- Pre pruning followed by a later final pruning can assist in reducing new infections.
- Research into chemical and biological wound protection is showing promising results, but as yet there are no new registered compounds.
- Painting or spraying pruning wounds with registered fungicides reduces infection rates in mature vines.
- High levels of nitrogen fertilisation favours the development of trunk diseases.
- Trunk disease pathogens, particularly the black foot pathogens were also shown to survive in soil for considerable periods and act as a source of infection via vine roots or rain splash to pruning wounds.

Adjusting the soil to around pH 6.5 and increasing organic matter in the soil favour antagonistic organisms

There is no cure for trunk disease infections in mature vines, but growers can reduce infection rates and slow the decline of infected vines with these management practices.

The role of bacteria found in association with trunk disease pathogens was also raised by researchers from INRA in Bordeaux. Little is known about the effects of these bacteria in grapevine wood, but during the discussion several other people commented that they thought they may have a role in trunk diseases and it is likely that research on these bacteria will be more prominent at the next workshop

At the 7th IWGTD in Chile in 2010 the transmission of trunk disease pathogens in propagation was identified as a major problem. Consequently a special session at the 8th IWGTD in Spain was devoted to grapevine nurseries and the transmission of trunk disease pathogens in grapevine propagating material. The nursery session was attended by several nurseries from Italy, Spain and France. This enabled them to better understand the epidemiology of trunk disease pathogens and discuss strategies for their control in the nursery. The prevailing opinion of the nursery disease session was:

- Trunk disease in planting material can be traced to infections in mother vines and cross contamination in the nursery.
- During routine soaking, spores of trunk disease pathogens move from the bark and tissue of infected cuttings into soaking water and cross contaminate cut ends and disbudding wounds of uninfected cuttings.

Cross contamination results in very high rates of infection in planting material.

Further discussions to develop practical protocols to help nurseries resolve these issues are underway.

I would like to acknowledge the support of Brian Simpson, Kristy Bartrop and the Riverina Wine Grapes Marketing Board and the valuable contribution to the cost of air fares that enabled me to travel to Spain and attend the workshop. For further information regarding the research presented at the 8th IWGTD or nursery and mother vine management I can be contacted at

hwaite@csu.edu.au

MEDIA MONITORING - HEALTH LOBBY GROWING STRENGTH

<http://www.heraldsun.com.au/news/national/a-government-inquiry-has-been-told-wine-is-cheaper-than-bottled-water/story-fncynkc6-1226455236045>

The price of cheap wine could be increased fourfold to combat the rising cost of death and injury fuelled by alcohol.

A government inquiry has been told wine is cheaper than bottled water and raising the price is the best way to fight the 32,600 deaths and 813,000 hospital visits caused by alcohol each year.

The Australian National Preventive Health Agency has been asked by the Government to model a floor price on alcohol.

It has received submissions from health and consumer groups supporting a plan to make consumers pay at least \$1.30 a standard drink - 100ml of 11 per cent alcohol wine.

Under such a system, the cheapest 750ml bottle would be \$9.75, and the cheapest four-litre cask would be \$52.

The inquiry comes amid growing public concern about Australia's binge-drinking culture.

Cask wine and some cleanskin bottled wine costs just 30c a standard drink.

Western Australia's Police Commissioner Karl O'Callaghan told the inquiry there were links between

alcohol prices and traffic crash outcomes, violence, crime and alcohol-related disease and injury.

The Consumers Health Forum wants the alcohol price raised, but says it should be done through the tax system - so the money raised does not go to retailers and manufacturers but can be used by the Government to address the harm caused by alcohol misuse.

But alcohol companies and the nation's clubs and hotels say a floor price will simply slug moderate drinkers without reducing consumption by heavy drinkers.

Woolworths, the nation's biggest alcohol retailer, said alcohol tax was already akin to a floor price.

The average retail price of packaged full-strength beer was \$1.45 a standard drink and \$1.66 for spirits.

It conceded the different tax treatment of wine meant it sold for an average retail price of 30c to 96c a standard drink. The preventive health agency says 3.7 million Australians drink at risky levels. The cost of harmful alcohol consumption is estimated at \$15.3 billion a year.

British research suggests those drinking harmful amounts of alcohol would cut their consumption by 278.3 standard drinks per year compared to 4.8 standard drinks for moderate drinkers.

The preventive health agency will report to the Government by December.

Wine Type	Standard Drinks	Bought at	Would be (at \$1.30 floor)
JACOBS CREEK SAUVIGNON BLANC	7.2	\$7.95	\$9.36*
CLEANSKINS SHIRAZ	8.6	\$3.99	\$11.18*
JACOB'S CREEK CABERNET SAUVIGNON	8	\$7.95	\$10.40*
CLEANSKINS CHARDONNAY	7.8	\$3.99	\$10.14*

*Under a \$1.30 per standard drink floor price

WINE GRAPES MARKETING BOARD

(Continued from page 5)

licensed premises or a vineyard related to the licensed premises.

A vineyard is deemed to be related to licensed premises if it is operated by the licensee (or a related corporation of the licensee) and is within 500 metres of the licensed premises.

So, you can buy grapes from anywhere and whoever you buy from does not need a liquor licence (appropriate as that is an agriculture issue). It's appropriate to be able to buy your grapes in - because if your crop, or the region's crop, fails then a business would be required to source other production to maintain markets.

You can buy bulk wine from someone else who also has a licence and add it to your own wine to come up with a final product that you can then sell.

However, if you're doing it yourself then your own wine must be 50% of the final product. If you are using a contract winemaker then 85% of the final product needs to be wine made from grapes that you have grown yourself.

The number of producers obtaining a producer/wholesaler licence has increased abnormally in this region over the past years with many growers applying and using this avenue as a means of returning more

into their business.

Obtaining a licence to be compliant is relatively easy and does cost money but the biggest risk is selling the wine product that is produced.

The wine producer rebate provisions will soon be amended to ensure that wine producers will not be able to claim multiple rebates for the same quantity of wine, beyond the total amount of wine equalisation tax payable. It is intended to protect the integrity of the rebate and address unintended policy outcomes arising where wine is subject to blending and/or further manufacture.

According to the Winemakers' Federation of Australia the amendments commence on the day of Royal Assent or 1st December whichever is the later.

The table below (Source: www.WFA.org.au) shows the major differences in the changed position.

These changes to the WET rebate provisions were drafted into legislation introduced into Federal Parliament on 19th September and implements the Government's 2012-13 Budget announcement to protect the integrity of the WET rebate, and was originally announced to commence on 1st July 2012. Its deferral was to allow for thorough consultation to occur with industry.

Comparison of key features of new law and current law

New law	Current law
<p>If wine is manufactured using somebody else's wine, the amount of the rebate that a producer is entitled to is reduced by the sum of the amounts of any earlier producer rebates relating to the wine.</p> <p>The amount of any earlier producer rebate depends on whether the producer is notified.</p> <p>Where a producer is notified of the amount of the producer's rebate for the other wine that was used in manufacture, the earlier producer rebate is so much of the amount of the producer rebate relating to the other wine so used.</p> <p>Where a producer is not notified, the earlier producer rebate is the amount equal to what would have been the producer's rebate for the other wine, as relates to the other wine so used, if the producer had been entitled to the full producer rebate on the other wine.</p> <p>Where a producer is notified that the producer of the other wine is not entitled to a producer rebate for the other wine, there is no earlier producer rebate and the producer may be eligible for the full rebate.</p>	<p>Where wine is manufactured using other wine, the producer of the wine may be entitled to the rebate on the total value of the wine, and their rebate is not reduced by any earlier producer rebates relating to the other wine.</p> <p style="text-align: right;"><i>Source: www.wfa.org.au</i></p>

IMPORTANT DATES FOR YOUR DIARY

WGMB - Strategic Planning Meeting Wed 5th Dec, Yoogali Catholic Club, 7:30pm

WINE GRAPES MARKETING BOARD - proudly serving winegrape producers since 1933
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