

REGIONAL TONNAGE AND YIELD REPORT FOR 2021

This season the second highest ever recorded winegrape crush in the Riverina occurred with 350,678 tonnes being produced. The highest crush was in 2017 which was 352,050 tonnes. The below graph shows that when we produce a high yielding red winegrape harvest we tend to break records.

The rolling 5 year average tonnes of 330,000 tonnes was well surpassed this season.

The Chairman of the Board Bruno Brombal stated at our recent Annual General Meeting that the total would have been larger had it not been the hail damage and disease impacts.

The top five varieties by volume were:

- ♦ **Shiraz - 71,392 tonnes**
- ♦ **Chardonnay - 68,294 tonnes**
- ♦ **Semillon - 29,865 tonnes**
- ♦ **Cabernet Sauvignon - 25,325 tonnes**
- ♦ **Pinot Grigio - 24,001 tonnes**

A full summary table is published on page 4 of this newsletter.

Delivery Summary Reports

The Board has recently sent to all members a Delivery Summary Report and Tax Invoice that shows how much was deducted by your winery for the Board statutory fees this season, \$3.90 per tonne. The report lists the recorded tonnages that our records indicate that you delivered to wineries (or had processed).

Unfortunately at time of writing this edition not all wineries have made payment of your funds to the Board. It is very disconcerting when the funds are actually your monies that they hold. Wineries sign an Agency Agreement to deduct these and forward them to the Board, charging 5% for this process.

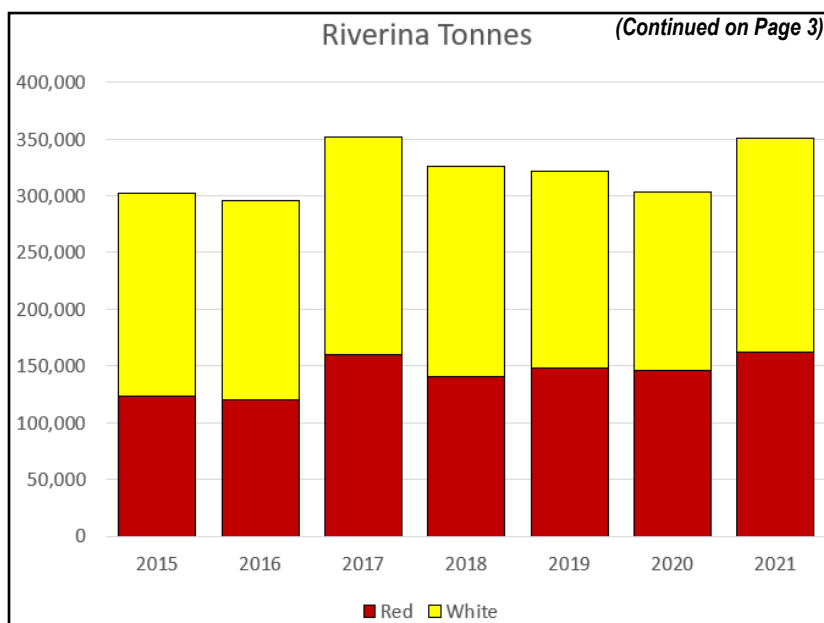
It is important that these details are correct because if the Board determines to make a levy return to members this year these funds are to be directed back to the growers that paid them. If there are errors in your report please contact the office to correct the data.

This year analysis of the tonnage data has indicated that a number of new plantings have come on stream of which the Board is not aware of the plantings in our mapping database.

If you have made on-farm changes and would like these to be incorporated into the database and a new map printed please contact the office. In 2020 the office sent copies of farm maps to all growers seeking this data. We updated many maps for growers and are happy to continue to provide this service.

Tonnes in detail

The biggest tonnes increases in 2021 on the prior year are Shiraz up 6,557 tonnes, Chardonnay up 16,562 tonnes and Semillon up 6,041. These three varieties alone attributed to 30% of total tonnes in 2021.



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BOARD ACTIVITIES REPORT



**Riverina
WINEGRAPE
GROWERS**

Weather Stations maintained

Issues with failing parts have been dealt with by the Board with around \$5,000 in replacement parts and batteries fitted to the network in recent weeks.

Growers are advised that the weather station network can be accessed by PC or smartphone in a service area

you are, showing required data like rainfall, temperature, wind speed and direction. The network has recently changed its URL (which is its internet address). If you had previously linked your smartphone to it please check that the URL is correct. If you require assistance please call the office for advice.

Transport Code of Practice for Industry

The SA Wine Industry Association and the National Heavy Vehicle Regulator along with representatives of other winegrowing states will be holding meetings to discuss how we can make a code that allows for the safe transport of winegrapes from farm to winery. This is in response to many winegrape spillages in this industry. The proposed dates for the meetings were in July but with COVID restrictions these have been delayed until circumstances change.

National Wine Summit

Australian Grape and Wine and Wine Australia were to hold a summit in Adelaide in July. However with travel impacting many attendees it was held online.

Information on these online sessions can be viewed at:

www.agw.org.au/media-and-events-centre/

www.wineaustralia.com

Both were very informative and highlighted the lower stock position going into the 2021 vintage which came in as the highest recorded Australian harvest with exceptional quality. Concerns about the impact of China trade issues flowing into the market for winegrapes was discussed as was the need for a sales push into existing, new and emerging markets.

One marketing expert suggested that Australia needs to market itself differently as the “real” old world wine industry. We have the oldest soils, river system in the

entire world and should make use of the marketing edge it could provide Australia.

Meeting with Riverina Winemakers Assoc reps

At the July meeting of the Board President of the RWA Andrew Calabria and EO Carrah Lymer were both present.

It was agreed that wherever possible for the benefit of the region the RWA and Board should work together on issues.

The RWA and Board are now going to look to develop a regional plan that should be used as a point of reference for the strategic development of the region including its marketing. It is very important to ensure that this region is marketed for what it is, a producer of quality value for money wines.

AWRI Irrigation Efficiency and Change Practice

Some growers may recall being surveyed for baseline information for the AWRI. This was meant to allow them to undertake specific extension activities in the region relating to on-farm irrigation practices.

The survey noted that a minor percentage of those surveyed do not even undertake dripping line flushing on a regular basis or flow rate distribution checking in their vineyards. Such inactions can lead to reductions in irrigation being applied and quality inconsistencies across a vineyard.

The Board has asked that the AWRI produce a number of short videos and/or podcasts of relevant on farm irrigation activities that growers using drip irrigation should be undertaking. These are currently being produced. In the meantime they have also produced a vast array of information that is available on their website.

www.awri.com.au/industry_support/viticulture/water-management/

Research Priorities for the Region

Growers with an idea are asked to step forward and let the Board know of any possible researchable questions for this region. The Board is consistently approached by research bodies looking to assist this region and the needs of our grower base is important.

Ideas can be phoned in or simply emailed to our offices at board@wgmb.net.au

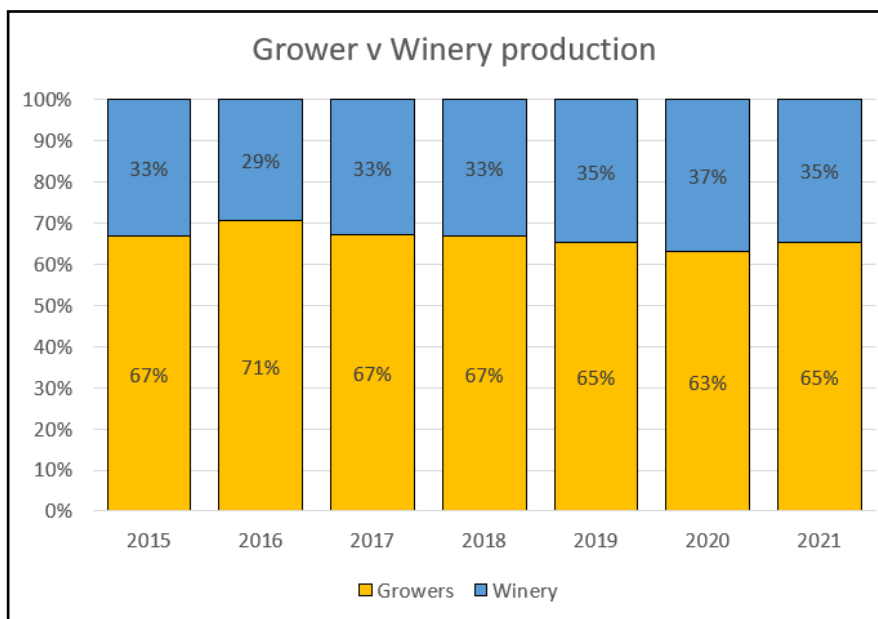
REGIONAL TONNAGE AND YIELD REPORT FOR 2021 cont.

(Continued from page 1)

Winery v Grower production in the region has remained stable since 2015. However increased purchases of vineyards by wineries in the past years will see this balance shift to greater winery production in percentage terms in the region in the future.

Recent promotional efforts by regional wineries to highlight the quality and availability of Durif in the region is driving growth in this variety with production doubling over the past 5 years.

Emerging varieties such as Lambrusco Maestri which was growing only 500 tonnes in 2016 is now pushing toward 10,000 tonnes. The increase being fuelled by demand for colour in red varieties particularly in export markets. This new variety is in the majority being purchased by Casella Family Brands for ensuring colour consistency.



Now in comparing the 2021 yields with the Riverland we look at the intake figures for Accolade (another major producer and exporter of inland region wines). The winery take winegrapes from almost 70% of the SA Riverland's winegrape producers.

The following list shows the yields received on average by these growers in 2021.

- **Cabernet Sauvignon - 25.2 t/ha**
- **Chardonnay - 32.8 t/ha**
- **Colombard - 44.7 t/ha**
- **Merlot - 27.3 t/ha**
- **Pinot Grigio - 21.1 t/ha**
- **Semillon - 34.6 t/ha**
- **Shiraz - 27.4 t/ha**

While the above figures show that SA can produce a higher tonnes per hectare there are many growers in this region that are consistently producing high yielding crops.

The Board is seeking to get a Riverland grower to talk to our members about how to increase yields and further research needs to be undertaken to determine if indeed it is practical to manage such yields in this region.

The recent AWRI irrigation survey showed that the Riverina is the most efficient in terms of crop yield per megalitre of irrigation water. Perhaps it is our vine setup and climate that stands us apart from other regions.

Riverina 2021 Varietal Average Yields

Variety	Yield (t/ha)	Variety	Yield (t/ha)
Cabernet Sauvignon	15.77	Canada Muscat	12.20
Durif	16.99	Chardonnay	18.23
Lambrusco Maestri	15.94	Chenin Blanc	25.58
Merlot	16.90	Colombard	21.79
Petit Verdot	19.07	Muscat Gordo Blanco	24.21
Pinot Noir	17.90	Pinot Grigio	19.07
Red Frontignac	17.08	Prosecco	12.63
Ruby Cabernet	15.90	Riesling	15.30
Sangiovese	22.36	Sauvignon Blanc	20.09
Shiraz	16.23	Semillon	21.29
Note: Only recorded yields of greater than 3.5 to 35 tonnes per hectare were used to obtain these figures. The yields are based on 94% of the total production. The remaining 6% is made up of missing area data.		Traminer	17.57
		Trebbiano	19.55
		Verdhelo	15.20
		Viognier	19.06
		White Frontignac	21.82

WINE GRAPES MARKETING BOARD

RIVERINA 2021 TONNAGE REPORT

Variety	Tonnes 2020	Tonnes 2021	% diff
Cabernet Sauvignon	23,366	25,325	8.38%
Durif	9,256	10,370	12.04%
Lambrusco Maestri	6,700	8,140	21.49%
Malbec	741	1,261	70.18%
Merlot	20,546	22,374	8.90%
Petit Verdot	2,893	4,003	38.37%
Pinot Noir	4,655	5,790	24.38%
Ruby Cabernet	8,188	7,118	-13.07%
Shiraz	64,835	71,392	10.11%
Other Red	5,137	6,373	24.06%
Total Red	146,317	162,146	10.82%
Canada Muscat	3,060	2,868	-6.27%
Chardonnay	51,732	68,294	32.02%
Colombard	7,448	9,025	21.17%
Muscat Gordo Blanco	6,287	6,129	-2.51%
Pinot Grigio	21,264	24,001	12.87%
Riesling	1,841	1,699	-7.71%
Sauvignon Blanc	16,337	17,799	8.95%
Semillon	23,825	29,866	25.36%
Traminer	5,981	6,481	8.36%
Verdelho	1,877	2,571	36.97%
Viognier	1,476	1,723	16.73%
White Frontignac	12,319	14,768	19.88%
Other White	3,295	3,308	0.39%
Total White	156,742	188,532	20.28%
Grand Totals	303,059	350,678	15.71%

Note: Varieties in the other red and white categories are those that deliveries were less than 1,000 tonnes each year.

MEDIA WATCH

Aussie wine makers have found a backdoor into China's 'grey market'

China has placed crippling tariffs on Aussie wine – but traders in one city have found a way around it through an illegal “grey market”.

Source: www.news.com.au 22/07/21 Alex Turner-Cohen

Hong Kong has become a crucial player in Australia's trade stoush against China, with the port city now a black market hub for Aussie wine.

In November last year, China introduced crippling tariffs of up to 212 per cent for Australian wine exports as part of an escalating trade war.

But now experts believe Chinese buyers have found a way around that – illegal wine imports are flowing through Hong Kong as a backdoor into the mainland.

Wine Australia's annual Wine Export Monitor, released on Wednesday, shows that [sales in Hong Kong have skyrocketed](#) while China's purchase of exports have plummeted.

Hong Kongers spent \$186 million on Australian wine in the 2020-21 financial year, an annual rise of 111 per cent.

At the same time, exports to China fell 45 per cent to \$605 million, down from more than \$1 billion the year prior.

Lowy Institute senior fellow Richard McGregor says the figures mean it's very likely that Hong Kong's “grey market” has returned, which is good news for Aussie producers.

“This has been rumoured for a long time, and now it's showing up in the stats,” he told news.com.au.

China has been embroiled in a trade war with Australia for the last 18 months, after Prime Minister Scott Morrison angered the communist nation by calling for an investigation into the origins of the coronavirus.

Wine as well as iron ore, barley and even lobsters have

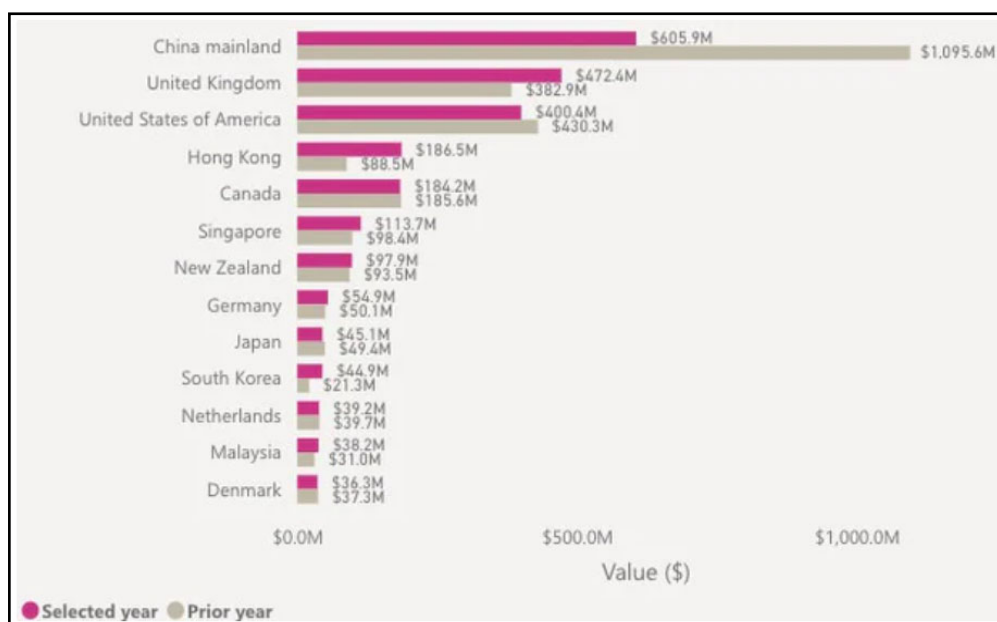
fallen foul of the Asian superpower in its bid to undermine Australia's economy through cutting off trade.

Mr McGregor said that old, illegal trade routes were being reopened between Hong Kong and China to avoid buying wine from Australia directly.

“That role of Hong Kong as the middleman to the world has gradually disappeared over time because now you trade directly with China,” he said.

But in light of recent trade wars, “some people have tried to revive Hong Kong's role as a trans-shipment point,” he added.

Hong Kong is the fourth biggest buyer of Australian



wine, which is three spots up from a year earlier.

“At this point it's not legal, it's basically the grey market,” Mr McGregor said.

“There is some leakage from Hong Kong into China. The trade (is) damaged but not destroyed.”

The problem is also that the grey market doesn't provide nearly as much cash as legitimate trade.

Strong growth in wine exports to the UK and Hong Kong, who were number two and three on the list, failed to make up for the massive decrease from the number one buyer – China.

China's punitive tariffs on Australian wine saw overall export volumes drop 5 per cent and their value drop by 10 per cent to \$2.56 billion.

AgSkilled™ and Tocal College: The training you want, where you want it for
VITICULTURE - GRAINS - COTTON - RICE - PRODUCTION HORTICULTURE



Grapevine integrated pest and disease management

Looking to develop or refresh your skills in grapevine pest and disease management?

You are invited to participate in an interactive, thought-provoking course for wine industry personnel who want to better understand integrated grapevine pest and disease management.

Learn from leading researchers and industry experts:

- Vine anatomy 101
- Insect pests, beneficials and diseases that affect the industry today
- Insect and disease identification and monitoring
- Pest control techniques
- Control decisions and options
- Emergency disease and plant pest response.

Who should attend the course?

Vineyard hands, supervisors and operators, as well as viticulturists who are regularly involved with the hands-on aspect of crop cultivation and care.

What does the course consist of?

Two-day interactive classroom and field sessions.

Accredited training

The cotton pest management course is aligned and delivered against vocational education and training requirements. Successful completion of assessment tasks will result in achieving a Statement of Attainment and can contribute to a nationally-recognised qualification. All activities and assessment will be completed in supported environment.

Units of competency

- AHCPMG413 - Define the pest problem
- AHCPMG306 - Determine pest control techniques
- AHCBO301 - Identify and report signs of unusual disease or pest

REGISTER YOUR INTEREST NOW!

Location	Date
Hunter Valley	18-19 October
Mudgee	26-27 October
Griffith	9-10 November
Tumbarumba	22-23 November
Orange	25-26 November

Simone McCarthy | AgSkilled Co-ordinator

T: 4939 8911 **M:** 0437 826 334 **E:** simone.mccarthy@dpi.nsw.gov.au

Apply now



Click above or go to nswtrade.wufoo.com/forms/grapevine-integrated-pest-disease-management/

This course has been developed and delivered by Tocal College in partnership with NSW Wines and made possible through funding from the NSW Government's AgSkilled™ program.



www.tocal.nsw.edu.au/courses/short-courses/agskilled

AWRI YOUTUBE CHANNEL FOR GROWERS

The Australian Wine Research Institute (AWRI) is tasked with the role of providing extension activities to the Australian Winegrape Industry. They undertake this with funding they receive from Wine Australia. These funds form part of the \$2 per tonne that you pay which is the federal R&D levy.



The Channel contains a lot of information for both growers and wineries but the helpful information on grapevine pruning, late season Botrytis control options and what you should consider when purchasing grapevine planting material.

<https://www.youtube.com/c/TheAWRI>

If you would like them to focus on a particular area please let us know and we can liaise with them.

SPRING VINE HEALTH FIELD DAYS

The NSW DPI Spring Vine Health Field Days will be held in Griffith on Tuesday 24th August at NSW DPI Murray Road in the Conference Room.

Further information when available will be sent to members via email, SMS and a mailout. Please try and attend this well developed event.

DE BORTOLI WINES RED GETS A GOOD PROMOTIONAL PUSH

DeBortoli Wines are makers of regional wines and value for money products. Recently they were listed in Top 100 Reds Magazine as the best value wine.

The magazine is put together by wine editor Ray Jordan after tasting more than 700 wines (a feat in itself), it was ripe and plush fruit-driven.

This is a credit to the region and the growers that supply

DeBortoli Wines Sacred Hill Shiraz 2019. The wine has a retail price of only \$7.30 per bottle.

Perhaps now would be a good time for the price to move as this acknowledgement of the wine will ensure that stocks are likely to dry up very quickly as the editor for the magazine was encouraging everyone to get out and purchase a case of the valued for money product.

3RD PARTY AUDITING COSTS PARTIALLY REIMBURSED

Growers are reminded of the reimbursement policy of the Board in relation to any grower that has undertaken 3rd Party Auditing of their winegrapes. Some growers have been required to undertake a 3rd Party audit because they are doing a Food Safety program for another commodity such as citrus.

The Board since July 2018 has offered to reimburse growers \$150 per business per annum that successfully completed an annual 3rd Party HACCP Certification.

Business that have done this are required prior to any financial benefit provide evidence of HACCP certificate in the name of the business to the Board.

Members are also reminded that the Board will provide \$100 per person reimbursement for constituted growers and their staff (where the business has paid for the Chem certification training). Please simply complete your training or update and send to the Board a paid receipt for the goods and services. Once approved the payment will be made electronically.

ANNUAL GENERAL MEETING REPORT

A good attendance at the Annual General Meeting for 2020. 35 registered growers attended. Along with 19 other guests, partners and staff at the Yoogali Club in June.

The members approved the Annual Report for 2020 and were provided with a thorough overview of the costs of vineyard re-development by Extension Officer Brian Bortolin. Growers wishing to obtain a copy of the spreadsheet showing the breakdown of costs can contact the office.



WINE GRAPES MARKETING BOARD

AGSKILLED FUNDED TRAINING OPPORTUNITIES

As part of AgSkilled 2.0 the NSW Government has extended the eligibility for funded training to production horticulture and viticulture industries. This means that small business owners/operators are able to apply for funding (very simple process) to upskill themselves and/or staff in nationally accredited course. AgSkilled's mission is to attract, develop and retain a productive workforce to support continued growth within these industries. The aim is to support career progression, entry pathways and employment outcomes across the wider agricultural industry and regional NSW economy.

Tocal College Campus at Yanco (previously known as Murrumbidgee College of Agriculture) is able to offer courses under the AgSkilled banner. Some of the courses include:

- SMARTtrain Chemical Level 3 & Level 4
- Forklifts
- Tractors w front end loaders and attachments
- Chainsaws
- Farm workshop and welding

The following courses have been scheduled at Yanco:

Tractors w FEL – 10 & 11 August 21 ([Tractors w FEL](#))

Forklifts – 23 – 25 August 21 ([Forklifts](#))

If you are interested in funded training go online at <https://www.nswtrade.wufoo.com/forms/employer-application-yanco-campus-coordinator/> complete the funding application.

The funding process does take up to 28 days from lodgement to confirmation, so please complete the application as soon as possible to enable the necessary processes to be completed.

Please do not hesitate to contact Tracey Valenzisi (02 6951 2775) Yanco Campus for more information.

If you intend to send staff along to the course please call the Yanco Campus and complete the relevant forms.

WINNER OF TONNAGE GUESSING COMPETITION ANNOUNCED

The Board in late 2020 promoted a members only tonnage guessing competition via its Vine Chat Newsletter. Growers were notified in December 2020 of the chance to win a credit card valued at \$200.

This was the first and will be the last time the Board will run this guessing competition as we received only 4 entries from members.

However for the winner of the competition was Rudolph Panazzolo from Yenda.

The total recorded crush for 2021 was 350,678 tonnes. Rudolph picked a total of 332,000 tonnes which was the highest guess from all the entries.

He said he was happy with the result and promptly handed the winnings to his wife.



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