

### Vintage 2022 Review

Vintage 2022 and the growing season leading up to it has been a challenging time for growers in the Riverina, unfavorable climatic conditions, and price reductions in red varieties due to flow on effects from the Chinese tariffs, tested the resilience of growers.

317,775 tonnes made it across the weighbridges of local wineries, this was down by 26,630 tonnes on Vintage 2021. White varieties fared better than the reds, with Chardonnay, Pinot Gris, Riesling, and Traminer all exceeding last vintage intake, Semillon showed the biggest drop with a reduction of 4565 tonnes from 2021. The Red varieties took the brunt of the disease pressure with a drop of 26,630 tonnes on what was picked in 2021, Cabernet Sauvignon intake was down by 14,121 tonnes, and Shiraz was down by 11,612 tonnes. Durif was the standout with 2,003 tonnes more delivered than in 2021, this was due to new plantings coming into production or yield increases on young blocks.

Disease pressure was high, especially from downy mildew due to the excess rain that was experienced in the region in late 2021 and early 2022, and botrytis during vintage especially the latter part. Some blocks were rejected by wineries due to disease issues, as well as some fruit being downgraded to concentrate, so it is difficult to tell what could have been the result had all gone well. While the MIA did not suffer from the effects of bush fires, hail did have an effect with more than 6 scattered events causing extensive damage, to those who were unlucky enough to be in the path of these storms.

At this stage there has been very little feedback from winemakers on grape quality, while growers are hoping for relief from the weather for next growing season, while trying to come to grips with the long-term implications of oversupply that have been caused by the Chinese tariffs.

MIA/Riverina Vintage 2022 Tonnes delivered by variety			
White Varieties	Vintage 2022	Vintage 2021	Difference
Chardonnay	69499	68349	1149
Colombard	8616	8686	-70
Muscat Blanc (Frontignac)	13760	14580	-820
Muscat Gordo Blanco	4932	5138	-206
Pinot Gris	24889	24134	754
Riesling	2296	1740	556
Sauvignon Blanc	16662	17132	-470
Semillon	24495	29060	-4565
Traminer	5976	5662	315
Verdelho	2579	2572	7
Viognier	1608	1722	-115
Other White	6458	7355	-897
<b>Total White</b>	<b>181771</b>	<b>186131</b>	<b>-4360</b>
Red Varieties	Vintage 2022	Vintage 2021	Difference
Cabernet Sauvignon	12210	26331	-14121
Durif	12097	10094	2003
Merlot	20216	21714	-1497
Muscat Brown (Red Fronti)	479	667	-188
Petit Verdot	3090	3744	-654
Pinot Noir	4933	5845	-912
Ruby Cabernet	5384	7090	-1706
Shiraz	58435	70047	-11612
Tempranillo	186	465	-279
Other Red	18974	12277	6697
<b>Total Red</b>	<b>136003</b>	<b>158273</b>	<b>-22270</b>
<b>Total Grapes</b>	<b>317775</b>	<b>344404</b>	<b>-26630</b>

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## BOARD ACTIVITIES REPORT



### Note from the CEO

First of all I must thank the many growers and industry representatives, that have welcomed me to this position. I have lived in Yenda now for 27 Years, and the 2022 vintage growing season is the most challenging that I have experienced in that time, due to the weather, rising cost of inputs, increased need for inputs, and the falling price of grapes especially the red varieties. This is almost the perfect storm for grape growers, with little hope in site for any short term recovery. The present situation is extremely stressful especially when it comes time to look at profit and loss for the year, which can have a very negative impact on mental health, So I implore you all to look out for each other and ask the question **R U OK!** You are always welcome at call into the office here at 182 Yambil street for a cuppa or a chat, or to give me a call on 0427 759094, I may not be able to change anything but I am a good listener and will try and help any way that I can.

### Young Industry Representatives to attend AWITC

The Australian Wine Industry Technical Conference is an Industry event held every 3 years, it is a showcase for the Australian grape and wine industry. Features of the technical conference include the plenary sessions, workshops promoting the latest R & D and technology, posters by researchers, the Wine Tech trade exhibition, as well as a student forum and social networking events. The 18th Australian Wine industry Technical

conference has a focus on young and emerging entrants into the industry, as a way of promoting this Riverina Winegrape Growers received a free ticket, whilst the NSW Wine industry association received 15 Tickets From the conference organisers. As a result of this we put out a call to our grower base for eligible participants, and received good inquiry resulting in the awarding of 4 tickets in total. These tickets were awarded through the NSW WIA to Robert Dambrosio, James Cremasco, Samuel Raciti, and Daniel Rogato. These young people were very excited when they came to the board office to sign their delegates contracts, As a way of promoting up and coming growers the board has decided to help these delegates with travel, food, and accommodation and mentorship for the trip. On their return the delegates will come to a board meeting and give a report on the experience.

### unWINEd Sponsorship

Riverina Winegrape Grower will once again sponsor unWINEd, which has returned after a hiatus due to the COVID pandemic. unWINEd will be holding a number of events during the year, starting with the vintage festival at easter, for which we were able to provide 30 free tickets for growers to attend the event

### Annual Report for 2022 & AGM

The Board recently completed and approved the Annual Report of its operations and financials. It is currently being presented to parliament and will be posted ahead of the AGM.

**The Annual General Meeting will be held Wednesday 22rd June 2022 at the Yoogali Club.**

## HACCP UPDATE

**HACCP:** It's approaching that time of the year again when I will be calling you for a coffee and to complete your HACCP audit. This will commence early May. If you wish to complete your audit before pruning season starts please give me a ring. Brian Bortolin Extension Officer on 0401 567449, or ring the office on 6962 3944.

**IMPORTANT:** Growers need to have the following:

- A copy of your fungicide\herbicide spray diary and/or access to your electronic spray diary
- HACCP delivery book, winery delivery dockets and HACCP folder.

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

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

- \$150 GST free per person that successfully completes an annual 3rd Party HACCP Certification for their winegrape business.
- \$100 GST free per person that successfully complete a chemical user's certification course.

Evidence of completion of above required before payment.



## Its Election Time Again



On the Thursday the 21st April, our local Member Susan Ley and the minister for trade Dan Tehan came to the office in Yambil street to meet with some of the board members and CEO along with members of Riverina Citrus. This was a prelection visit to talk about the recently announced trade agreement with India, Unfortunately there is still two tariffs on wine dependent on value, so no short term relief from the China Tariffs that have thrown the wine grape supply and demand balance into severe oversupply. The war In the Ukraine has also caused concern with exports into Russia, and

its increased negative pressure on our already depressed industry. We also called on the government to acknowledge that the wine grape growers have been severely impacted by both the Chinese tariffs as well as climatic conditions during the vintage 2022 growing season, causing an increase in inputs as well as the rising cost of inputs and labour. We expressed our thanks for initiatives to remedy the situation, but stated that these were all long term fixes and directed at the production and tourism side of the industry, while the growers were left to bear the brunt of the problem.

## NSW Government \$3000 Rebates available for

### NSW Government \$3,000 Rebate:

The NSW Government is offering rebates of up to \$3,000 on certain expenses incurred by business in NSW. The claims (which require copies of the invoices and receipt numbers) must be lodged by 30<sup>th</sup> June, so time is running out.

Our understanding is that most farmers will qualify for the full rebate, but unfortunately many have not lodged the claim. This claim can be done by yourself or if you would like help, please contact Martin O'Donnell from the Business Enterprise Centre who can guide you through the process.

Contact: Martin O'Donnell  
Email: [martin@srbec.com.au](mailto:martin@srbec.com.au)  
Phone: 0428 270405

### Free Business Advice:

The Business Connect program, funded by the NSW government, offers free advice to regional business. This could be in the form of business planning, financial knowledge, digital and social media solutions or simply someone to bounce ideas off. Basically, any business issues that you might have. The Business Enterprise Centre manages this program in the local area, so feel free to contact us if we can be of assistance.





Rural  
Assistance  
Authority

NSW Government's Special Disaster Grants -  
Southern NSW Storms & Floods (5 January 2022 onwards)

## Case Study Grape Growers

Mr and Mrs Williams are grape growers. A severe hailstorm in January 2022 caused considerable damage to their property. Following the storm, Mr and Mrs Williams found that many of their vines had sustained damage and some could not be salvaged. They also discovered that grapes had been ruined or were dropping from the vines prematurely. Trellises had also been damaged by strong winds and substantial clean-up was required to get their vineyard back in working order. Mr and Mrs Williams lodged an application for a \$50,000 Special Disaster Grant from the NSW Rural Assistance Authority (RAA). Their application was approved as they met all eligibility criteria listed in the guidelines. Although their 2021 income tax returns showed their combined off-farm income was higher than their on-farm income due to some health issues, they visited their local Rural Financial Counsellor, who, working with the RAA assessors, went back to their previous tax returns to demonstrate they met this criteria in normal seasonal conditions. Mr and Mrs Williams were paid the initial \$10,000 immediately, without the need to provide quotes, invoices or proof of purchase. The couple were hard at work shortly after the hailstorm cleaning up some of the damage. They also reassigned a couple of their employees to this clean-up work. Under the current guidelines, these labour costs aren't eligible. This is because there are other employee assistance schemes for natural disasters – for example the Australian

Government Disaster Recovery Payment and the Disaster Recovery Allowance. The couple also spent the \$10,000 engaging casual employees to help clean up fruit that had dropped, pruning and removing trellises and vines that were damaged beyond repair. They also began repairing damage to trellises and purchased new vines to replace those that could not be salvaged. They were able to claim all the materials as well as some diesel costs to run machinery to undertake the repair work. Due to the impacts of the hailstorm they also needed to complete additional fungicide spraying to help restore vines to their predisaster condition. As Mr and Mrs Williams had spent more than the initial \$10,000, they could lodge additional claims to cover eligible expenses, up to the maximum \$50,000. They provided invoices and proof of purchase for:

- Casual employee wages above their normal wage expenditure;
- Contractors;
- Materials required to restore and repair trellises;
- Replacement vines; and
- Fungicide spray or other inputs required to restore vines to their pre-disaster condition.

• Diesel for machinery

The documentation they provided was validated by the RAA and came to a total of \$53,500. Mr and Mrs Williams were reimbursed for the remaining \$40,000 of their eligible expenses. View the list of eligibility criteria at [www.raa.nsw.gov.au/disaster-assistance](http://www.raa.nsw.gov.au/disaster-assistance).

**Save the Date Riverina Winegrape Growers  
90th Anniversary Dinner  
10th December 2022**

# Wine Australia

## Media Release

Wednesday 4 May 2022

### **Challenging market conditions continue to impact Australian wine exports but value from diversification is starting to flow in some markets**

Australian wine exports decreased by 26 per cent in value to \$2.05 billion and 13 per cent in volume to 628 million litres in the year ended March 2022, according to Wine Australia's latest Export Report released today.

The year-on-year figures continue to reflect the impact of the imposition of high deposit tariffs on bottled Australian wine imported to mainland China in November 2020 and of the exceptionally tough market conditions globally.

Exports excluding mainland China declined by 3 per cent in volume but increased by 7 per cent in value to \$2.03 billion – the highest value since 2010.

Key drivers of the value growth were in markets including Singapore, Hong Kong, Thailand, South Korea, Taiwan and Japan indicating that market intensification and diversification is having an impact.

In the 12 months ended March 2022, Australian exporters shipped wine to 112 markets and 71 experienced value growth.

Wine Australia General Manager Corporate Affairs and Regulation Rachel Triggs said while the increase in value excluding mainland China was strong at \$129 million, it did not come close to offsetting the decline in value to mainland China (a loss of \$844 million).

"Over the past 15 months, Australian wine exporters have had to navigate through an exceptionally challenging operating environment, largely led by the imposition of high deposit tariffs on bottled Australian wine imported to mainland China, the continuing impact of the global freight crisis, and a counter-swing in some markets after COVID-19 related stockpiling in 2020.

"What the latest Export Report shows is that efforts to diversify and intensify markets is slowly reaping rewards for Australian wine exporters. With the easing of COVID-19 restrictions, we're seeing the on-premise trade open up in established markets and that has had an impact as demand stabilises," Ms Triggs said.

The decline in total wine export volume, excluding mainland China, was most significant to Australia's two biggest markets of the United Kingdom (UK) and the United States of America (US). Exports to these markets surged during 2020 due to COVID-19 stockpiling for the off-premise trade, but demand has since eased as pandemic restrictions relaxed.

"Low inventory after three small consecutive vintages and delays in getting the record 2021 vintage onto ships from the ongoing global freight crisis also contributed to the decline in volume of wine exports. Shipping industry experts do not expect these issues to resolve until the second half of 2022 at the earliest," Ms Triggs said.

Australian wine exports declined in all price segments in the year ended March 2022, driven largely by the decline to mainland China and exports valued under \$10 FOB per litre to the US and UK.

"However, when excluding mainland China, exports within the premium segment above \$10 FOB per litre grew by 47 per cent, with 58 out of 89 destinations receiving exports in this price segment reporting growth during the year. These destinations included Singapore, Hong Kong, Thailand, the US, the UK, South Korea and Taiwan," Ms Triggs said.

In the 12 months to the end of March 2022, the top five markets by value were:

- UK, down 2 per cent to \$449 million,
- US, down 4 per cent to \$416 million,
- Hong Kong, up 24 per cent to \$184 million,
- Canada, down 13 per cent to \$171 million, and
- Singapore, up 96 per cent to \$168 million.

The top five markets by volume are:

- UK, down 6 per cent to 246 million litres,
- US, down 5 per cent to 127 million litres,
- Canada, down 7 per cent to 51 million litres,
- Germany, down 8 per cent to 34 million litres, and
- New Zealand, up 6 per cent to 33 million litres.



# WINE GRAPES MARKETING BOARD

(Continued from page 5)

## Europe

The UK is the number one destination for Australian wine exports in value and volume. In the 12 months ended March 2022, exports to the UK decreased by 2 per cent in value to \$449 million and 6 per cent in volume to 27 million 9-litre case equivalents).

A decline of 9 per cent in export value below \$5 per litre FOB, to \$357 million, outweighed growth within the above \$5 FOB per litre segment of 36 per cent to \$92 million. The strongest rates of growth came at \$10 to \$19.99 FOB per litre, up 51 per cent to \$21 million. It is the highest value in this segment in this 12-month period since 2009 and the number of exporters in this price point increased from 236 in 2021 to 248 in 2022.

Excluding the UK, exports to Europe declined by 6 per cent in value to \$233 million and 7 per cent in volume to 104 million litres. European markets to record value growth included Denmark, up 13 per cent to \$40 million, Norway, up 2 per cent to \$8 million, and Poland, up 71 per cent to \$7 million.

## North America

The US is the second ranked destination for Australian wine exports by value and volume. In the 12 months ended March 2022, exports to the US declined 4 per cent in value to \$416 million and 5 per cent in volume to 127 million litres (14 million 9-litre case equivalents).

About three-quarters of the value shipped to the US was at below \$5 FOB per litre, which declined by 10 per cent to \$325 million. There was growth in the price points at \$5 FOB or more per litre with a strong increase recorded at \$10 FOB or more per litre, up 37 per cent to \$53 million – the highest value in this price point in a March Export Report since 2009. There were 27 additional exporters in this price segment compared to the previous year, taking the number to 233, and there are more than 100 additional exporters to the US in this price point compared to a decade ago.

Canada is the third biggest destination for Australian wine by volume and fourth by value. In the 12 months ended March 2022, Australian wine exports to Canada decreased by 13 per cent in value to \$171 million and 7 per cent in volume to 51 million litres (5.6 million 9-litre case equivalents). A decline in exports below \$10 FOB per litre more than offset growth at \$10 FOB or more per litre. Exports at \$10 FOB or more per litre increased by 8 per cent to \$26 million, the highest for this time period since 2011.

## Asia

The most significant growth in overall exports in the 12 months ended March 2022 came from Australian wine exports to Southeast Asia, which grew 63 per cent to \$281 million. Exports to Northeast Asia declined 70 per cent to \$337 million, driven largely by the decline to mainland China.

Hong Kong is the largest destination in the region by value, and exports increased by 24 per cent to \$184 million. Australian wine exports to Singapore almost doubled in value to \$168 million. The value of exports to Japan rebounded strongly in the 12 months to March 2022, up 15 per cent to \$51 million with strong growth at \$2.50 to \$4.99 FOB per litre and at \$10 FOB or more per litre. Exports to South Korea and Taiwan increased by similar rates (almost 30 per cent to \$45 million and \$28 million respectively) with the \$10 FOB or more per litre price segment driving growth to each destination. The price segment accounts almost half the value of exports to South Korea and almost 60 per cent to Taiwan. Other strong performances were to India, up 134 per cent to \$15 million, Thailand, up 85 per cent to a record \$38 million, Philippines, up 74 per cent to \$12 million, and Vietnam, up 82 per cent to \$7 million.

## Wine Australia

### Export report

1 Apr 2021 to 31 Mar 2022



Value of exports to the top 10 markets			
	United Kingdom	\$449m	▼ -2%
	United States	\$416m	▼ -4%
	China inc. HK and Macau	\$214m	▼ -79%
	Canada	\$171m	▼ -13%
	Singapore	\$168m	▲ 96%
	New Zealand	\$110m	▲ 6%
	Japan	\$51m	▲ 15%
	Germany	\$49m	▼ -12%
	South Korea	\$45m	▲ 28%
	Denmark	\$40m	▲ 13%

Volume of exports to the top 10 markets (9L cases)			
	United Kingdom	27.3m	▼ -6%
	United States	14.2m	▼ -5%
	Canada	5.6m	▼ -7%
	Germany	3.7m	▼ -8%
	New Zealand	3.7m	▲ 6%
	Denmark	2.3m	▲ 11%
	China inc. HK and Macau	1.5m	▼ -84%
	Japan	1.5m	▲ 9%
	Netherlands	1.1m	▼ -34%
	France	1.1m	▲ 5%



## Managing Grapevine Scale and Mealy Bug Workshop

On the 28<sup>th</sup> April, Griffith hosted speakers from interstate to learn about grapevine scale and mealy bug. The workshop was held in partnership with AWRI as they helped to coordinate the speakers. The day started with a review of the season noting that it was a season that had everything from frost to hail damage to downy mildew and botrytis. The season also was one that had high levels of sooty mould on bunches and grapevine tissues in some parts of the region. This set the stage for the workshop. One key message to come from the workshop was that there is no silver bullet, and that control will take time. Associate Professor Paul Cooper from ANU gave a presentation on the life cycle of the disease and varietal susceptibility. His studies have shown that the cultivars Chardonnay, Riesling, and Shiraz are more susceptible to grapevine scale than that of Pinot noir and other varieties.

Jenny Venus from Brad Case Contracting covered many aspects of grapevine scale from its impacts to control options and the trials she has conducted over the year. Her practical insights gave many in the room to think about and helped to identify the knowledge gaps that are there for industry. Timing of insecticide is key for achieving maximum efficacy and coverage especially when using the oils during winter to ensure that the bark is covered and that the chemical reaches in where the insect overwinters. Controlling ants can also help minimise the damage of grapevine as they have a symbiotic relationship. Where you do see ants crawling around the cordon and bunch zone, often most likely you will find a path to scale on the spurs and shoots.

Dr Jianhua Mo from NSW DPI presented information about mealy bug and its life cycle in the vineyard. This set the scene for Mike Hayes to discuss his experience in dealing with mealy bug in vineyards in Queensland. His approach was a two-pronged approach given the extensive problem of having 70-90% of the fruit colonised by mealy bug.

Some of his approach was more suited to smaller production system. However, his use of natural predators and changing up his spray program has led to having a minimal problem that has gone from one extreme to the other. His approach was to adopt changes gradually rather than applying it across the whole vineyard. When using bugs to control other bugs, the key is that they do not work like chemicals and that they may take time to bring the ecosystem back into order and multiple releases of the predators are key in building the populations up when relying on the predators to control both scale and mealy bug. Another key point that was raised was the detrimental impact that the fungicides can have on these populations and that sometimes they may help create the problem. Dr Linda Thomson gave an update of all the predators that can be found naturally within the vineyard that control both grapevine scale and mealy bug. They may prove more effective where possibly insecticides may not be able to penetrate the protective covering of scales whereas during the crawler stage, they are vulnerable to the insecticide. Some scale species may also have several generations within the season, which may occur outside allowed spray interval for insecticides.

The discussion around chemical control highlighted that there is still plenty that we do not know with regards to controlling both these pests. The impact of commonly used fungicides on the natural predators that would normally control numbers was insightful. The timing and application rate of some of the fungicides possibly cause the imbalance of the population of the bugs to favour scale and mealy bug was mentioned and possibly helped to explain some of the reasons for the increase in scale population in vineyards.





## Riverina Phylloxera Survey



### Maggie Jarret NSW DPI Development Officer Instructing Winery participants on Sample Collection

NSW DPI is presently conducting a Phylloxera survey of the Riverina, the survey is required to maintain our status as a Phylloxera Exclusion Zone (PEZ). This will be the first survey of its type conducted in the River-

ina, which means that our classification as a PEZ is based on the fact that no phylloxera has ever been found here. Failure to complete the survey may result in our rating being down graded to a Phylloxera Risk Zone (PRZ), So please allow access if asked.

### Alternate Industries Workshop

It's a sad day when the state of the industry that you love, is so out of balance that the only alternative is to look at transitioning to other industries. However this is where we are today due to the tariffs that have been introduced by China, devastating exports and throwing the Australian wine industry into disarray with a massive over supply of wine grapes. While the government are promoting trade deals with the likes of India, It will take time to absorb the excess, so a reprieve is still some way off unless China comes back to the table which does not look likely in the short term. In order to try to help wine grape growers, Riverina Winegrape Growers will be running a workshop in July to look at alternative opportunities. **Date TBC**



**Wine Grapes Marketing Board** 182 Yambil Street Griffith NSW 2680 Phone: (02) 6962 3944 Fax: (02) 6962 6103  
Email: [board@wgmb.net.au](mailto:board@wgmb.net.au) Web: [www.riverinawinegrapes.com.au](http://www.riverinawinegrapes.com.au) Office Hours: 8:30am - 5:00pm Mon - Fri

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