



Riverland Wine Industry Development Council Inc.

Outgoing Chairperson's AGM Address



Mr John Angove

This AGM officially completes my term as Chair of the Riverland Wine Industry Development Council. Over the 2½ years I think we have made some progress and it is heartening to see how both the Council and the Riverland Winegrape Growers' Association have developed and progressed the Riverland Wine Industry Management Plan.

It must be borne in mind that both organisations are only a few years old, and yet I am confident that each is playing an ever increasing role at the local, State, and National level.

As noted at last year's AGM, there are some major and persistent issues facing the industry in the region, not least of which is the general over supply of product, that is putting a squeeze on all sections of the trade, from the grape grower through to and including the retailer.

The export market for wine particularly in the UK, our largest market is as cutthroat as I can remember it. Margins are things only to dream about in the UK at the moment.

In these hard times it is vital to remember that we must continue to strive not to take expedient short cuts. As a winemaker I can only warn against trading off quality for volume. It will be a dangerous path to contemplate both for the grower and the winemaker and the region as a whole. It will compound the oversupply and will damage our ability to sell the end product. The 'gatekeepers' are very wine savvy and will pick and chose what they buy, and if your wine is not up to the standard they seek they will move on.

The consolidation of wholesale and retail activity around the world is putting further stain on the system, as the number of 'gatekeepers' through which all business must pass grows less and less. They are becoming extremely powerful people.

It is vital that the growers in the Riverland have a pride in what they grow, and understand their importance in the system. They must have a burning desire to produce wine grapes to the highest standard.

We are the largest single winegrape growing region in the country and along with the MIA and Sunraysia are the driving force of the greatest export growth in wine of any country in the world. Australia is the largest provider of imported wine to the UK and second largest to the USA, behind Italy. This has come about because of the great success of the inland regions of Australia. It is what the industry is commercially all about. We must protect this position at all costs, and we all carry this responsibility.

The RWIDC released its DVD to the acclaim of not only the local producers in the region, but to wine writers and wine educators across Australia. It has already been used by some distributors of wine from the Riverland as a tool to assist in their export endeavours.

The RWIDC recently convened a forum of winemakers and wine industry executives within the region to discuss our efforts to lift the identity of Riverland wines, and I am pleased to advise that this forum gave a resounding endorsement for the direction that we are taking. Work is underway to produce a high quality information brochure for visitors to the Riverland on our wines and food.

Technical extension has been an important part of the Council's activity. The RWIDC co ordinated a range of winegrape grower workshops and meetings that aimed to enhance the already high quality of winegrapes produced within the region. Our Viticulture Technical Group worked hard in identifying research and development priorities within the region. The Viti Tech group is to be commended on its program.

Despite a tough trading environment, the Lawrie Stanford stats indicate clearly that volumes of export and domestic sales continue to grow, while plantings have plateaued. The oversupply situation will slowly attenuate.

The international trade has seen an excellent revitalisation of 'Wine Brand Australia'. This refreshed look will support brand Australia in our key export markets. More and more research is being directed to what the consumer wants, and this will flow back in time to both grape growing and wine making. The longer term outlook for the industry is strong.

This optimism in our future is not a smokescreen to lessen the recognition that the industry is today, and prospectively for the next year or two, likely to endure further struggles. But it is an optimism that will only be delivered if we continue to focus on growing premium grapes and producing quality wine to over deliver to the gatekeepers and consumers.

In closing I would like to acknowledge the support of my fellow Councillors during my term, including Vice Presidents Bill Moularadellis in 2003-2004 and Draz Baric in 2004-2005, and Michael Roy as Treasurer in 2004-2005, and to all those who give up their time to sit around the table and represent the industry in the region.

I would also like to express gratitude to the staff. Julie Sippo has recently resigned from the role of Industry Development Officer, and during her tenure she was instrumental in bringing much research, development, and extension activity into the region.

I would also like to thank Cameron and Emily for their continued efforts on behalf of us all over the last year. I think we would all agree the events of Wine Week and the smooth operation of it all, were excellent and I compliment Emily and Cameron on their tireless input to make the week such a success.

I look forward to the RWIDC continuing to make a difference in the region.

Riverland Field Days

Thank you to everyone who visited us at the Riverland field days, we were pleased to have been included in the Horticulture house pavilion along with other industry organisations and the Riverland Winegrape Growers' Association.

It was also great to see so many wineries showcasing their products to the crowds at the Field Days.



Tony Sharley and Megan Downer working in the Banrock Station stand at the 2005 Riverland Field Days.



RWIDC site at the 2005 Riverland Field Days.



David Smallacombe of Pennyfield wines serving customers at the 2005 Riverland Field Days.

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11/04

Riverland Wine and Food Festival

The catch cry for this year's Riverland Wine and Food Festival was "get festive" and get festive they did! Visitors and locals alike were treated to host of different events in the new extended festival program, each showcasing the wonderful resources and attributes of the region.

There were many events and activities included on the festival itinerary and here are some of the highlights:

Chef of the Murray Dinner

The festival officially kicked off with the Riverland Food Group's Chef of the Murray Dinner on Thursday 13th October, where local chefs and apprentice Chefs were guided by Executive Chef, Andrew Fielke, to devise and present a first class regional menu.

Held on the banks of the Murray River the dinner was a fantastic training exercise for local chefs and front of house staff and also provided the perfect launching pad for the newly formed 'Food Riverland Inc'.

Market Day

On Friday 14th the Riverland went to market. At market day the public were encouraged to try morsels of local food and samples of wine all with the back drop of the spectacular Murray River in Berri.

Feature Event

On Saturday 15th October the wine and food festivities again centred around the river with the Riverland Wine and Food Festival feature event. Thousands of people got merry on the Murray enjoying delicious local food and wine. Some festival goers preferred to sit quietly and enjoy the scenery while others flocked to the dance floor for the sounds of the Fab Four and NE2.

Sunday Brunches

To cap off the festival, hearty meals, wine tastings and entertainment were offered at various restaurants and cellar doors around the Riverland. A highlight on this day was the official opening of Mallee Estate's cellar door sales at Renmark.

The Festival has now established itself as a 'must see' event for the Riverland. Visitor numbers to the festival are climbing each year and Festival Coordinator, Sam Fielke, is commended on her dedication to promoting regional produce. For images of this year's feature event go to the festival website at: www.riverlandwineandfood.org



The Burk Salter and Organic Vignerons Australia stand.



The Fab Four further heightened the festivities.



Boutique Wines Association Update

The Riverland Boutique Wines Association was pleased to hold their Annual General Meeting on the 29th of November.

Unlike past meetings, the Association began proceedings with a structured tasting of Riverland Boutique Wines led by David Smallcombe of Pennyfield Wines and Peter Rogers of Oak Works. White, rosé, and red styles were all examined by the members in attendance, with winery representatives providing constructive commentary and insight on the wines. Discussion ranged from; winemaking techniques and approaches, the influence of viticulture on wine style, creating styles that show promise in the wine show circuit, to branding and export marketing. Members applauded this activity, as many felt that it provided a fresh look at some of the interesting varieties and styles produced in the Riverland.

The Association finds itself at a point with an array of opportunities before it, where members at the Annual General Meeting discussed whether efforts should be directed to marketing and promotion, trade education, consumer education,

members' or self education, or membership servicing and lobbying.

The AGM reappointed Mr Tony Saunders (Nissen Hut) as Chair, and Mr Bill Efrosinis (Pennyfield Wines) as Treasurer. Other Committee members re appointed; Ms Sue Armstrong (Organic Vignerons Australia), Mr Jeff Bickmore (Wangara Estate Wines), Dr Andrew Duncan (Back Veranda Wines), Mr Jim Markeas (Mallee Estate), Ms Rita Richardson (Oak Works), Mr Bill Kanakaris (Nookamka Estate Wines). Ms Margaret Howie (Nelwood Estate) was elected as a new Committee member. Furthermore, its Constitution was successfully amended to require a minimum of four meetings per year.

The Riverland Boutique Wines Association aims to increase the value of the small winemaker businesses within the Riverland by creating an environment supports its members' profitability and market awareness objectives.

For more information on the Association, write to; PO Box 2155, Berri SA 5343.

The Riverland's Big Week In Wine!

Held in the week commencing Monday 10th October, Riverland Wine Week saw the coming together of the local industry to discuss important technical issues, plan for the future and celebrate achievements in wine grape growing and wine making. The Riverland Wine and Food Festival also ran in conjunction with Wine Week bringing together the local food, wine and tourism industries to showcase the bounty of the region.

Riverland Wine Show

Growing number of entries and a strong future

In October 2005 the Riverland Wine Show Society held its 33rd regional wine show. The Riverland Wine Show has proved itself to be one of the strongest regional wine competitions in the country with the number of entries increasing each year.

Entries to the Riverland Wine Show are accepted from the Swan Hill, Murray Darling, Riverina, Rutherglen and Riverland regions of Australia, making the show a perfect forum for the comparison of wines from inland regions.



Red wine class ready to be judged.

Changes to the Wine Show Schedule

This year the wine show re-vamped its entry schedule booklet to make it more user friendly. Following recommendations from the Australian Society of Oenology and Viticulture's Wine Show Committee, the Riverland Wine Show made a number of changes to its rules and regulations and audit procedures. These changes were well received by the industry.

Wine Show Entry Trends show trendy wines

Chairperson of the Riverland Wine Show, Eric Semmler was pleased to note the following trends in wine show entries: "The largest class at the show belonged to Shiraz dry red wine whilst a growing number of entries were also seen in Chardonnay, Petit Verdot, Viognier and Durif wines. Wine styles such as Rosé, Sparkling, and vintage style fortifieds also experienced a resurgence" he said.

Wine show judging, a tough job but somebody has to do it!

Chairman of Judges; Mike Farmilo, led a dedicated team of judges and associate judges through over 570 wines in just two days. The experienced panel of judges comprised Glenn James (Penfolds), Andrew Wigan (Peter Lehmann Wines), Stephen Meyer (Orlando Wyndham), Colin Gaetjens (Gaetjens and Associates), Sue Hodder (Wynn's Coonawarra), Martin Cooper (McWilliams),

Over 450 wine grape growers, winemakers and technical staff participated in wine week events, whilst thousands of people (many of whom were visitors to the region) flocked to the various events organised as part of the Wine and Food Festival. The success of the wine and food events held in October is testament to the hard work and dedication of everyone that was involved from the wine, food, tourism and local government industries.

Following are some of the highlights from Riverland Wine Week 2005:

and they were assisted by a team of associates – Christopher Karvountzis (Kahlon Estate and Sigismondi Estate Wines), James Davidson (Hardy Wine Company), Peter Rogers (Tandou) and Robert Patynowski (Salena Estate Wines).

At the conclusion of judging, Mike Farmilo reported he was "generally pleased" with the entries this year noting some standout wines in the Petit Verdot, Shiraz, Durif, Viognier, Chardonnay, Rosé, Fortified and Brandy classes which is a great result and shows consistency across the majority of the classes in the wine show.



Martin Cooper (front), Colin Gaetjens and Andrew Wigan (back) judging at the 2005 Riverland Wine Show.

And the winners were...

The results of the Riverland Wine Show were released at a gala dinner held on Friday 14th October at the Berri Resort Hotel.

Local winemakers were pleased to see The Hardy Wine Company retain its title as most successful exhibitor. Full list of winners on opposite page.



Paul Kassebaum of Hardy Wine Company (right) accepting AW Kelly Memorial Trophy from Kevin Pfeiffer of McGuigan Simeon Ltd.

2005 Riverland Wine Show Gold Medals

A total of six (6) out of the sixteen (16) gold medals at the wine show were awarded to local wine companies:

Angove's Pty. Ltd. St Agnes 30 Year Show Brandy
 Hardy Wine Company 2005 Stamps USA Chardonnay
 Hardy Wine Company 2005 Stamps Rose
 Pennyfield Wines 2003 Pennyfield Petit Verdot

Sigismondi Estate Wines
 McGuigan Simeon

2004 Southern Secret Petit Verdot
 2002 Golden Botrytis

For a complete list of medals awarded at the wine show please go to: www.riverlandwine.com.au/wineshow.htm

TROPHY	FOR	AWARDED TO	FOR:
Air Liquide Trophy	Best White Wine Classes 1-6, 9-13	Cellarmaster Wines Pty Ltd	2005 Amberton Viognier
C.A Schahinger Trophy	Best Dry Red Wine Classes 7,8, 14-19	Cockatoo Ridge	2004 Cockatoo Ridge Cabernet Merlot
Austwine Trophy	Best Sweet Table Wine Classes 21-23	McGuigan Simeon Wines Ltd	2002 Miranda Golden Botrytis
Marjorie Ware Trophy	Most Successful Exhibitor Dry Red Classes 7,8,14-19	Westend Estate Pty Ltd	
Novozymes Australia Pty Ltd Trophy	Most Successful Exhibitor in White Wine Classes 1-6, 9-13, 21-23	Hardy Wine Company	
SAGE Automation Trophy	Most Successful Exhibitor Classes 1-23	Westend Estate Pty Ltd	
A&G Engineering Trophy	Best Fortified White Wine Class 24-26	All Saints Estate	NV All Saints Rare Tokay
JB McMahon Pty Ltd Trophy	Best Fortified Red Wine Classes 27-29	No award	
McGuigan Simeon AW Kelly Memorial Trophy	Most Successful Exhibitor Fortified Classes 24-29	All Saints Estate	
Booth Transport Trophy	Best Brandy Classes 30-31	Angove's Pty Ltd	St Agnes 30 Year Show Brandy
Winery Supplies Trophy	The Best Wine in Show	All Saints Estate	NV All Saints Rare Tokay
Fletcher's Freighters Trophy	Most Successful Exhibitor	Hardy Wine Company	

John Angove named 2005 JMA Riverland Winemaker of the Year



John Angove (second left) with past winners of the JMA Riverland Winemaker Award (from left) Kevin Pfeiffer, Bill Moularadellis and Paul Kassebaum.

Without a doubt the highlight of the Wine Show Awards Dinner was the presentation of the 2005 JMA Riverland Winemaker of the Year to Mr John Angove, Managing Director of Angove's Pty Ltd.

When presenting the award David Bernardi of JMA Engineering stated Mr Angove was chosen because of his "outstanding contribution towards the promotion of the Riverland wine industry and his dedication to lifting the profile of the region".

On accepting the trophy, Mr Angove told the audience of his wine industry peers that he was delighted and humbled by the award and he spoke of his commitment to the region, his passion for his work and his thankfulness towards his family and his "family of staff".

"Aside from his commitment to the Riverland Wine Industry Development Council, Mr. Angove is the Vice President of the South Australian Wine and Brandy Industry Association, and a Council Member of the Winemakers' Federation of Australia.

The Riverland Wine Show is pleased to have JMA Engineering sponsor this most prestigious award. Mr. Angove joins; Messrs. Grant Semmens, Bill Moularadellis, Paul Kassebaum, and Kevin Pfeiffer as past recipients of the Award."

Tasting Australia – Tastes of the Riverland Tour



Rebecca Skinner, Editor for the Australian Wine Selector Magazine and Red Gum Chef Ben Cumming.



Wine journalists and winemakers at Renmark Golf and Country Club.



Kingston Estate Wines tasting and lunch at Red Gum Café Berri.

On Monday 24th and Tuesday 25th October, the Riverland was fortunate in securing a visit from Australian and international wine, food and lifestyle journalists as a part of the Tasting Australia program held biannually.

Twenty five journalists visited the region from countries such as; Ireland, Japan, Singapore, New Zealand, America and Australia. The regional familiarisations were funded by the Riverland Tourism Association (RTA) and local producers. Roslyn Becker of the RTA coordinated the itineraries with the assistance of Sam Fielke, Food Industry Development Officer for the Riverland Development Corporation, and Emily White, Marketing and Promotions Officer for the RWIDC.

To make the most of the journalists' visit the group was split into two categories; 'food and lifestyle' and 'wine' journalists, and both groups enjoyed activities tailored to their interests.

The wine journalists' itinerary, coordinated by Emily White of the RWIDC, was centred around the desire to give the writers unprecedented access to Riverland winemakers so they could get a real insight into the wines and how they were produced. The local winemakers certainly rose to the challenge and must be commended on their willingness to participate and interact with the journalists.

Organising and running the tasting events proved to be a very involved but rewarding process, with all wine journalists commenting very positively on the activities that were organised for them. Following is an overview of their activities:

- Waikerie Murray River Queen - food and wine tastings and cooking demonstrations
- Banrock Station – wetland tour and three course lunch featuring local produce matched to Banrock Station wine.
- Angove's Winery – exclusive tasting of brandy and fortified wines from Angove's Pty Ltd and The Hardy Wine Company.
- Mallee Fowl Restaurant – 'great Aussie dinner' featuring local produce matched to Riverland boutique wines.
- Renmark Golf and Country Club – 'Best of the Riverland Tasting' a structured tasting featuring award winning wines from the Riverland Wine Show.
- Red Gum Café and Kingston Estate Wines – fabulous four course lunch prepared by 'wonder chef' Ben Cumming and featuring presentations by Kingston Estate winemakers on alternative varieties and new wine styles.
- Mallyon's on the Murray – afternoon tea presenting organic produce and wine.

The RWIDC was very fortunate to be involved in the Tasting Australia visit and thank the Riverland Tourism Association for the opportunity to promote Riverland wine in conjunction with the local food and tourism industries.

Some Like It Hot Seminar

'Some Like it Hot', the Riverland's annual wine industry technical seminar, was presented by the Riverland Wine Show Society in conjunction with the RWIDC on Thursday 13th October.

Due to unprecedented tickets sales the Chaffey Theatre was chosen as the new home for the seminar with over 180 people flocking to the venue.



Audience at Some Like it Hot 2005.

Hot topics for a hot price

For just \$30 per head attendees at the seminar were able to see presentations from the following line up of impressive speakers who were confidently moderated by Victoria Angove of Angove's Pty Ltd:

Mr Lawrie Stanford Australian Wine and Brandy Corporation	Hot or not? <i>Are our wines still in hot demand?</i>
Mr Jonathon Scott Australian Wine Export Council	The heat is on. <i>Where is the industry headed?</i>
Mr Doug Young Australian Winemakers Federation	Wine and the Environment <i>Environmental issues affecting the Australian wine industry.</i>
Mr Shane Phillips Tandou Wines Ltd	Keep your cool. <i>Vineyard cooling methods for warm climate irrigated vineyards.</i>
Dr Sally Jean Bell Australian Wine Research Institute	All bottled up. <i>What can you do in the vineyard to affect flavour in the bottle?</i>
Dr Michael Treeby CSIRO — Merbein	Nutrition in focus. <i>An in-depth look at nutrition for warm climate irrigated vineyards.</i>
Mr Chris Bennett Almond Board of Australia	Finger on the pulse. <i>Pulse irrigation – a new method of water and nutrient delivery for Vineyards?</i>
Mr Nick Bulleid MW Wine writer	Discussion forum. <i>A discussion forum on topics presented at Some Like it Hot 2005.</i>

With thanks to the dedicated organising committee: Warwick Billings (Angove's), Chris Byrne (RWGA), Shane Clohesy (Angove's), Tiffany Greig (Orlando Wyndham), Anthony Matulick (Kingston Estate), Julie Sippo (RWIDC) and Emily White (RWIDC), the Some Like it Hot seminar has now firmly established itself as the principal technical forum for the Riverland wine industry and we are now working towards being the most recognised seminar for warm climate irrigated regions.

Please diarise next year's Some Like it Hot 2006 that is scheduled for Thursday 12th October 2006.

Some Like It Hot Tasting

Complementing the Some Like it Hot Seminar, a tasting for Riverland winemakers was held on the same day showcasing Australian and international Rosé and Cabernet Sauvignon wines.

Participants were delighted with the professional tasting approach taken by host Nick Bulleid MW who masterfully critiqued the wines whilst welcoming feedback from the audience.

A celebrity in his own right Mr Bulleid welcomed a visit to the tasting from famed Chef, Stefano Di Pieri, who joined the tasting before attending the Food Riverland 'Chef of the Murray Dinner'.

Not unlike the seminar, demand for tickets at the Some Like it Hot tasting increase each year with almost double the amount of tickets being sold in 2005 from 2004.



Tasting Host Nick Bulleid (front) and Shane Clohesy of Angove's evaluating wines at the Some Like it Hot 2005 tasting.



From left Robert Patynowski and Andrew Hoadley of Salena Estate trying wines at the Some Like it Hot 2005 tasting.

Downy Mildew Action Plan gets a dry run

The draft Downy Mildew Action Plan being developed by the RWIDC's Downy Mildew Action Committee will set in place procedures and processes to help winegrape growers avert the potentially devastating impact of a widespread downy mildew outbreak.

In October, eighteen experts from the winegrape growing, winemaking, chemical distribution, meteorology, and plant pathology fields undertook a scenario exercise to gauge how the various parties would interact and respond to threatening weather conditions and sometimes limited access to approved vineyard treatments – that is, how would the industry sectors and government authorities respond now that we have a draft Action Plan and a comprehensive CropWatch and weather forecasting service at hand. Unbeknown to many in attendance, the weather data use in the scenario was indeed that experienced in the 1992-1993 growing season.

Overall the exercise received wide praise from those who attended, as it highlighted some improved efficiencies in the system, however it equally identified a few gaps, particularly in communication flows, that could be accommodated when revising the draft plan.

"The meeting felt that the broad-reaching CropWatch messaging service was a valuable asset in the prevention of

downy mildew in the Riverland. It was also felt that winegrape growers now had an improved understanding of the conditions conducive to downy mildew than was the case a decade ago. This better understanding of downy mildew and the appropriate practices required to treat the condition were considered to be strengths of our region."

The Downy Mildew Action Committee will continue to fine-tune the draft Plan, however in the interim growers are encouraged to ensure that they retain adequate levels of treatment sprays as for some vineyard chemicals, there may be a considerable wait from the point of order to the time of delivery.

Those growers who do not already receive the free CropWatch messaging service are encouraged to contact the Loxton Research Centre to register their details on 8595 9100. Winegrape growers are also encouraged to check out the CropWatch Online at www.cropwatch.com.au that includes not only the CropWatch messages, but other useful links and features including a comprehensive disease diagnosis tool. Furthermore, growers who are currently receiving their regular CropWatch messages by facsimile but would prefer to have these sent by e-mail are also encouraged to get in touch with the Loxton Research Centre to make the switch. Emergency bulletins will still be sent by facsimile.

Industry Development Officer moves on



Julie Sippo, our Industry Development Officer resigned from her role, and has 'headed east' to live in Victoria.

As a relatively young organisation, the Riverland Wine Industry Development Council was well served by Julie from August 2003 through to September 2005 in that she demonstrated enormous drive and initiative through her term. The Riverland Winegrape Growers' Association contributed to half of Julie's salary and employment expenses.

We wish Julie all the best with her future endeavours.

RWIDC elects new Chairperson

The Riverland Wine Industry Development Council is pleased to advise that at its December meeting, Mr Bill Moularadellis (Kingston Estate Wines) was elected to Chair the organisation for 2005-2006. Mr. Moularadellis takes over from Mr John Angove who completed his term at the 2004-2005 Annual General Meeting. Mr Draz Baric was re-elected to the Office of Vice Chairperson, and Mr Michael Roy was re-elected to the Office of Treasurer."

2005-06 RWIDC Councillors

Mr Bill Moularadellis (Chairperson)

Mr Draz Baric (Vice Chairperson)

Mr Michael Roy (Treasurer)

Mr John Angove

Mr Richard Dolan

Ms Keryn Gorman

Mr Paul Kassebaum

Mr Kevin Pfeiffer

Staff:

Mr Cameron Hills (Executive Officer)

Ms Emily White (Marketing and Promotions Officer)



**Riverland
Wine Industry
Development
Council Inc.**

This newsletter was produced by the Riverland Wine Industry Development Council Incorporated. The views expressed by contributors do not necessarily reflect those of the Council.

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