



AUSTRALIAN WINE INDUSTRY GROWER SUMMIT

2020

Wednesday | 9:30am to
26th August | 12 noon (ACST)

Due to winegrape grower demand, Australian Grape & Wine is proud to present the 2020 Australian Wine Industry Grower Summit.

Join us on this 2 hour virtual interactive summit to hear from, and engage with, experts in their field as they discuss water management, varieties and market trends, marketing your business to be a supplier of choice, succession planning and strategic planning for a business in 2020 – from a growers perspective.

In response to the ACCC market report on the winegrape grower sector, Australian Grape & Wine will present the proposed revised Australian Wine Industry Code of Conduct at this Summit.

Don't miss this opportunity to discuss the Code and how it could impact on the sector.

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Further information contact Nikki Zorzi
on **0422 290 967** or nikki@agw.org.au

The 2020 Australian Wine Industry Grower Summit agenda.

SPEAKER	TOPIC	TIME (ACST)
Tony Battaglione	Introduction	9:30 5 mins
SESSION 1: ACCC REPORT AND THE PROPOSED CODE OF CONDUCT		
Peter Hayes	Code of Conduct: Setting the Scene	9:35 5 mins
Anna Hooper Australian Grape & Wine	Code of Conduct overview	9:40 10 mins
Sandy Hathaway Wine Australia	Wine Australia tools to help grower decision-making	9:50 10 mins
	Questions	10 mins
SESSION 2		
Phil Grahame Ruralco Water	Unveiling Water Markets	10:10 15 mins
Peter Breugem Thomas Elder Consulting	Strategic planning: Outdated management fad or a path to success?	10:25 15 mins
	Questions	10 mins
	Break	10:50 10 mins
SESSION 3		
Paula Edwards Winegrapes Australia	Building Successful Grower-Winemaker Relationships	11:00 15 mins
Simone George Ciatti	The Domestic and Global Wine Market	11:15 15 mins
Alison Sinclair Andrew Shedden Endeavour Drinks	The Australian Wine Customer ▶ Who are they? ▶ What are they buying and how is this changing? ▶ What else is peaking their interest?	11:30 15mins
	Questions	10mins
Tony Battaglione Sandy Clark	Close	11:55 5 mins

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