

**Submission
No 17**

INQUIRY INTO WINE GRAPE MARKET AND PRICES

Name: Name suppressed

Date received: 22/09/2010

Partially Confidential

After being in the wine industry for over 30 years, we find ourselves in a desperate situation of not having a market for over 70% of our crop. In an uncertain future, not sure if we can survive.

In the late nineties we were offered supply contracts by the winery and encouraged to plant all our property with vines. In the last few years we were also encouraged to invest in infrastructure, such as drip irrigation in order to produce a better quality product. Also to purchase a harvester, so the crop could be harvested when the winery requested, without having to wait for the contractors. Then 3 years ago the contract was not renewed.

Due to financing the above, it is now placing a huge financial burden on our business, especially with the low returns that we are currently experiencing.

- As our product is perishable, we are unable to negotiate prices or supply with the winery.
- We need some stability with base prices so we can survive into the future.
- A code of conduct by the wineries would be a good start.