

**Submission
No 11**

INQUIRY INTO WINE GRAPE MARKET AND PRICES

Name: Name suppressed

Date received: 17/09/2010

Partially Confidential

I would like to make a submission to the committee inquiring into the Riverina Wine Industry. I would also like to speak to the committee in person if possible.

My main concerns regarding the industry are:

1. The large variation in prices offered for the same fruit by different wineries.
2. Contracts that are no more than supply agreements.
3. Variations to contracts from season to season resulting in the capping of tonnages accepted with very short notice to growers.
4. Lack of a base price or a guaranteed minimum price which reflects the costs of production.
5. No compensation for delays in harvesting fruit after it has reached the required baume which results in downgrading and loss of yield.
6. Standover tactics used by some wineries by threatening not to take growers fruit in future when complaints are made about price or business practices.