



19 December 2011

P.O. Box 1117
ADELAIDE 5001
Mobile: +61 409 783 221
Email: eo@wisa.org.au

Dear Wine Industry Supplier,

This is an invitation to join the one body representing the Wine Industry Suppliers network. Members embrace a wide spectrum of businesses representing activities throughout the supply chain, from vineyard irrigation, grape and wine processing, and right through to packaging and export and legal support.

As a member, your business will be offered various financial benefits to, as well as a host of other support incentives, such as social media and interactive tools. We are also working hard to secure more robust financial incentives to exhibit at the WineTech 2013 exhibition.

1. Direct Financial Benefits

Winetitles Magazines

Enjoy 24 months free subscription to your choice of the following Wine Industry magazines: Australian and New Zealand Grapegrower and Winemaker or Wine & Viticulture Journal. Value \$165 PLUS Winetitles Online advertising voucher in your choice of Daily Wine News; winebiz.com.au; My Wine Job Value \$165

WBM – Australia's Wine Business Magazine

Advertising voucher in Wine Business Magazine; **Value \$250**
Free 6-month subscription with every 12 months paid in full **Value \$77.50**

Grapegrowers & Vignerons

20% discount off a 24-month subscription to Grapegrowers & Vignerons.
Advertising discount off one full page advertisement in Grapegrowers & Vignerons **Value \$300**

Winestate Magazine

1. Half price subscription - i.e. 2 years for the price of 1 year (only \$60 for two years subscription, including invitations to 2 exclusive tasting events in Adelaide each year)
2. Advertising: a discount of 50% off the casual booking rates

FedEx

Open an account with FedEx and receive discounts on your export or import freight charges for International Priority (IP) and Economy (IE)
Export: **or** Import: **45% discount** for fixed freight Service (10 to 25 kg box)

Vinum Vitae

25% first time discount on advertisements in Wine Industry Classifieds, Wine Industry Jobs and Wine Industry Real Estate. See our website under 'sponsors' for details.

Donaldson Walsh Lawyers

First hour of consultation is FREE with a 10% discount off our normal rates applying thereafter. Members need to identify themselves as WISA members at initial point of contact.

Smith's Holden of Port Adelaide

Smith's Motors, Holden dealership offers WISA \$300 for when a vehicle is bought from their dealership by a WISA member. In addition you will be offered \$75 off the price of your WISA membership renewal

2. Marketing Assistance



Seminars and Networking

Seminars and networking opportunities with some of your **potential customers and business partners** invited to join us.

WISA Website - www.wisa.org.au

Have your company and product information included in the “**Guide to Suppliers**” section where both overseas and local purchasers locate potential suppliers. **For an extra \$200 per annum we offer a full page of advertising and photos with your company logo.**

WISA e-newsletter

Feature your company in the WISA e-newsletter distributed to members, media (WBM, Rural Press, etc.), other peak bodies (i.e. Winemaker’s Federation of Australia, Wine Grape Growers Australia etc.) as well as local and federal government bodies (i.e. SA Department of Trade and Economic Development, Austrade etc.)

SUPPLIER OF THE YEAR AWARDS

Our prestigious annual event, the Supplier of the Year Gala Awards Dinner is held each year in Adelaide. **Be recognised** by winning a major award for excellence in Supply and Services; Environmental and Sustainability; Export and Innovation.

This year’s event is on 13th October 2011

3. Business Support and Industry Representation

Innovation

Maintain your edge over global competitors. The innovation sub-committee encourages, supports and promotes members’ work in wine industry research and development. Members have the opportunity to be profiled in a full page, monthly article in Wine Business Monthly

Environment

Be in frontin responding to environmental issues. The environmental committee helps members to understand the issues confronting the industry. Our ground-breaking greenhouse seminar is now available on video.

Export

The Export sub-committee works closely with Austrade to facilitate **access for members to export markets**. Marketing activities are subsidised through a cooperative effort, particularly at major conventions including Vinitech (France), Sitevi (France), Vinitech (Chile) and the Unified Wine & Grape Symposium (USA).

Import

Maximise your business opportunities, **with support from the WISA import sub-committee** ensuring continuing access to overseas products.

WISA member representation

WISA participates in a number of industry bodies – including:

- The South Australian Government’s South Australian Wine Industry Council
- The national industry’s Strategic Directions Group for research and development.
- The Winemakers Federation of Australia’s Packaging Committee
- The Winemakers Federation of Australia’s Industry Technical Advisory Committee

Have your issues represented by a peak industry body.

Membership Registration

To be a WISA Member for FY2011/2012, please complete the Registration Form on the following page and return it, along with your payment to our office, either by mail at GPO Box 1117, Adelaide, 5001 or email to eo@wisa.org.au

Should you have any queries, please do not hesitate to contact me on 0409 783 221 or by email at eo@wisa.org.au or contact one of our Management Committee members whose details can be found on our website at www.wisa.org.au.

Kind Regards,
George Willcox.

(Executive Officer)

WISA MEMBERSHIP REGISTRATION FORM

This document will act as an official tax invoice when payment is made. All payments are inclusive of GST.

I would like to be a WISA member for FY 2011/2012.

Contact Person: _____

Company Name: _____

Invoice Address: _____

ABN: _____

Email Address: _____

Mobile & Telephone No. : _____

Main Business Activity: _____

Number of employees: _____

Export **Import**
Country (ies): _____

Reason for Joining WISA:

PAYMENT OPTIONS:

- Please find my cheque for \$533.50 (GST inclusive) enclosed For 12 Months Membership to June 2012
- Please sign me up for a \$200 'Premier membership website advertising'
- I wish to pay by direct deposit the amount of \$..... GST incl. to Commonwealth Bank BSB 065 102 Account 1012 6541 Wine Industry Suppliers Australia (Please quote your Company Name)

Please send cheques and correspondence to
Wine Industry Suppliers Australia Inc.
PO Box 1117 Adelaide SA 5001