

# Quarterly Pickings

Wine Industry Suppliers Australia Newsletter

Volume 4, No.2 April - June 2005

[www.wisa.org.au](http://www.wisa.org.au)

## WISA Raises your Returns

At the close of the twentieth century a small group of companies supplying goods and services to the wine industry joined forces to promote their wares to overseas markets. Such was the success of their collaborative efforts that they wanted to share their good fortune with colleagues and competitors alike. If a handful of suppliers working together could improve their individual businesses, then why not extend this advantage to the entire wine supply industry? As a direct result the Australian Wine Industry Suppliers Association (AWISA) was conceived.

We are all aware of the importance of the wine industry to the Australian economy, particularly in South Australia. All too often, however, the public and the general press focus on the end product, the wine itself, easily overlooking the journey from vine to table. The bottle of wine that you will open this evening has travelled a long road to your living room, and would not have made it, nor so successfully, without the goods and services provided by our members, the suppliers. Similarly, the constant search for newer, better, more efficient methods of production and the ongoing pursuit of innovative

solutions has been paramount to the past success of the Australian Wine Industry.

### Global Change

In recent years Australia has led the way in the global wine industry but we cannot afford to become complacent. Our global competitors are investing more heavily in research and development and could well surpass us if we do not continue to innovate and use leading edge technology. WISA's suppliers recognise this and are striving to support the industry by ensuring that you have access to the latest technology and products available anywhere in the world.

### Trade Expos

Industry exhibitions are a long established method of marketing to a wide audience. Wine industry suppliers have supported trade expos within Australia and internationally for many years. With the establishment of WISA came an opportunity to canvass a wide range of views as to the existing needs of the wine industry and more particularly to focus on identifying the best way of supporting our members to grow their businesses. Over 800 suppliers were surveyed and the overwhelming response indicated that while previous expositions had fulfilled some needs, there were areas that could be improved to better service both exhibitors and attendees.

The inaugural WineTech, held in July 2003, was a resounding success; even following in the wake of the Barossa Expo held the week prior, from both visitor and exhibitor perspectives. Being closely involved with the organization of the current exhibition I can assure you that WineTech 2005 will exceed any prior expectations.

### WISA members support WineTech 2005

WISA members have shown similar support for our second event, with many companies returning to join new exhibitors at the Royal Adelaide Showgrounds. The value of being involved in the penultimate industry expo for 2005 is simply undeniable. Throughout this newsletter you can see several examples of the products being promoted by our members at WineTech, and I urge you to take advantage of the opportunity to see them for yourself.

### WISA more than WineTech

WISA is not simply synonymous with WineTech however. We offer a great deal more to both our members and the industry. It is our vision that we will continue to foster the tradition of cooperation within the wine industry that has assisted Australia to establish its reputation for great wine and winemakers, ably assisted by innovative technology and superior goods and services.

# Message from the Chairman



**Dear Fellow Members,**

The past few months have been busy for us. In April Mark Dignam regaled our NSW members with the results of the recent survey of the technology needs of small and medium wineries over dinner, and a few days later we co-hosted a function with Austrade and the French Australian Business Council of SA for our local members. In May I attended an informal networking dinner in Melbourne that provided our Victorian members with the chance to catch up in a relaxed atmosphere. I am sure that all who attended these functions were happy with the opportunity to meet other members. Further functions are certainly planned for the remainder of this year. See Diary Dates for details!

Our work with the S.A. Wine Industry Association on their "Greening The Supply Chain" project has resulted in a comprehensive set of guidelines for our members to consider and use. While this is new to most of us, we can expect our winemakers to soon be placing considerably more emphasis on buying goods and services that are environmentally and socially friendly and responsible. Under the banner of "Sustainable Purchasing" this emphasis will have an influence on the entire supply chain. For example, taking my own business of oak cooperage, we may face a requirement that the oak we use comes from sustainable forests. While winemakers will be concerned about the disposal of their own waste products, they will also be concerned about how suppliers dispose of their waste products. Consequently there are many implications for all of us.

In the immediate future our emphasis will be on our trade exhibition, "Winetech 2005". I look forward to meeting all of you at the exhibition, and thank all of you who are exhibiting for your support. I am sure you will benefit from participating. Please make sure that all of your wine industry clients know of our show, and make sure that they visit us.

I am also pleased to report that our membership has increased by over 25% during the past six months. We have produced a new information brochure on the aims and objectives of our Association and the benefits of membership. If you haven't received a copy, please ask our Executive Officer, Philippa Myers for a brochure. In fact, why not take several, so that you can pass one on to business acquaintances not currently members who should be.

Like all similar trade associations, we welcome comments and advice from our members on services and activities that we can offer. Please do not hesitate to make suggestions.

**Geoff Schahinger**  
**Chairman**

## Better Control and Taste with New Yeast Solution

Chr. Hansen Australia have developed a new and innovative concept of blended yeast products which give the benefits of a controlled fermentation, together with the flavour benefits of a natural fermentation. Chr. Hansen's distributor in the US and Canada foresees a great potential for the new product.

Commercial yeast starter cultures have been used in wine and other fermented beverages for several decades. Winemakers throughout the world use these products to achieve a successful alcohol fermentation of their grape must, and to avoid unnecessary risk of wine spoilage.

However, many winemakers throughout the world continue to make their wines the "natural" way, as they know that a natural, spontaneous fermentation can contribute to the favour development in wine.

Whilst commercial yeast cultures have improved process control, resulting in fewer incidents of spoilt wines, they have also resulted in a "standardization" of wine types, which is represented by a loss of flavour and complexity in wines.

Chr. Hansen has developed a new concept of blended yeast products which give the benefits of a controlled fermentation, together with the flavour benefits of a natural fermentation. The two products are Harmony.nsac and Harmony.nsac.

"Wild fermentations are potentially great for adding complexity but can be a gamble because you can get undesirable characteristics and stuck fermentations. This new concept from Chr. Hansen gives winemakers the best of both worlds: the improved complexity found in successful 'wild' fermentations, and the control and reliability of conventionally inoculated fermentations," says Rodger Pachelbel of GusmerCellulo, distributor for Chr. Hansen in the US and Canada, who has high expectations of the new product.

The concept has been thoroughly tested during the last five years, both in the laboratory and at several commercial wineries in the USA and Europe. In 2003, comparison trials were carried out in 24 different trials at 15 wineries in California, covering several varieties: Chardonnay, Riesling, Pinot Gris, Syrah, Cabernet Sauvignon, Pinot Noir and Merlot with excellent results.

*Harmony.nsac and Symphony.nsac have been successfully implemented for the 2005 vintage in Australia, and have already exceeded expectations.*

*For more information please contact:*

*Amanda Tanga, Manager – Food and Beverages. Phone: +61 3 9721 1024 / email:*

*amanda.tanga@au.chr-hansen.com*

*See also [www.chr-hansen.com](http://www.chr-hansen.com)*

# CRCV Seminar tackles major industry issue

## Objective measurement of grape and wine quality

The issue of objective measurement of grape quality has been a source of frustration and conflict for wineries, winemakers and grape growers for many years.

The Cooperative Research Centre for Viticulture (CRCV) are holding a one-day seminar to shed some light on the issues and explore the relationship between analytical composition of the wine and consumer preference.

According to CRCV Technical Applications Manager, Ian Atkinson, the seminar will help wine producers with their ultimate goal of providing wine consumers with a memorable and high value experience.

"Quality is a mantra that is commonly used in the industry and is obviously of great importance. While it is a complex issue, there are things that wine companies can do to

achieve the quality results they need to compete."

"This seminar will provide a concise overview of some of the practical steps that can be taken to measure quality, what is involved and what can be achieved."

The 'Objective measurement of grape and wine quality' seminar will be held at the Stamford Plaza Adelaide on Tuesday July 19th – the day before WineTech commences.

Leading wine quality researcher at Australian Wine Research Institute and CRCV, Mark Gishen is one the event organisers and says the seminar is not just scientific, but covers the many forms of 'measurement' used – both objective and subjective.

"In the past few years we have made great progress in terms of our ability to measure

important grape and wine quality attributes such as colour, tannins and flavour composition," said Mark.

"The more subjective elements of wine quality such as consumer perceptions and preferences and the impact of region on wine prices, are also really important".

Mark said one of the highlights of the seminar would be the diversity of the speakers, with a mix of grape and wine industry presenters and researchers.

"We've got a number of industry experts who will share their experiences and explain to delegates how they have achieved quality measurement and any hurdles they have faced along the way."

One such presenter is Bernadine Long, Grower Services at Brown Brothers, who manages grape supply and grower contracts, including payment systems. She will speak about the berry colour index that Brown Brothers use as a quality and payment measure and how this system has evolved over more than a decade.

Additional presentations will be made from the Hardy Wine Company, explaining their large-scale grape compositional testing program.

Consumer preferences and commercial implications such as price point and region will also be presented. There will also be presentations on commercial wine grading using spectral measurements, climate matching with varieties to achieve quality and a session on flavour composition and sensory properties for white wine.

Registration for the conference is \$100 +GST and includes seminar proceedings and lunch.

**Delegates who want to stay in Adelaide for the WineTech Trade Show can register for the conference and receive one night's accommodation at the five-star Stamford Plaza for \$200 +GST.**

A registration form can be downloaded from the CRCV website at [www.crcv.com.au/seminar](http://www.crcv.com.au/seminar) or to have a copy sent to you please contact Sally Raphael at Fuller Communications on (08) 8363 6811 or email [sally.raaphael@fuller.com.au](mailto:sally.raaphael@fuller.com.au).

## CRCV TALKING TECHNOLOGY

Objective measurement of grape and wine quality



COOPERATIVE  
RESEARCH CENTRE  
for  
VITICULTURE

One-day seminar  
Tuesday 19th July 2005  
Stamford Plaza  
150 North Terrace  
Adelaide

Download a registration form  
from the CRCV's website at:  
[www.crcv.com.au/seminar](http://www.crcv.com.au/seminar)

### TWO REGISTRATION OPTIONS AVAILABLE:

**Option 1:**  
Registration for One-day Seminar  
\$100 +GST

**Option 2:**  
Registration for One-day Seminar and one night accommodation  
at the Stamford Plaza (for Tuesday 19th July)  
\$200 +GST

# Phoenix provides the total package

A new WISA member, the Phoenix Society, has a great story to tell and more importantly provides a range of services that result in a 'one stop shop' package for wine makers.

The Phoenix Society Inc. is a South Australian organisation that was founded in 1958 with the express purpose of providing employment and development opportunities for people with disabilities.

Today, Phoenix employs over 500 people at its five facilities (four in Adelaide and one in Whyalla).

Andrew Ormandy, Business Development Manager says "We have developed a suite of services that provide significant benefits to stakeholders in the wine industry."

"A successful business will address the commercial criteria of quality, service and price when considering the out-sourcing of work. Phoenix in addition to satisfying the criteria is able to provide a cause related marketing benefit due to the nature of who we are and what we have been achieving in the community for nearly 50 years."

Some of the wine industry services that Phoenix offers include:

- water meter testing and refurbishment
- timber pallets (standard, export or made to measure)
- equipment crates and produce bins

- made to order timber products (production or POS)
- de-labelling (wet gum or pressure sensitive)
- clean skin precision labelling (automated or manual)
- over labelling
- medal labelling
- capping (PVC or tin)
- hooding
- cluster packing
- repacking
- embroidery (promotional and work-wear clothing and head wear)
- collation work
- commercial mailing bureau

As a 'Quality Endorsed Company' to the ISO 9001:2000 standard, Phoenix has in place quality management systems that ensure the customer's expectations are met. Phoenix is also an accredited NATA laboratory and provides testing for water meters as well as a full refurbishment service.

Phoenix will be exhibiting at WineTech 2005 to be held at the Royal Adelaide Showgrounds 20th – 22nd July, 2005 and delegates that visit their stand will get the opportunity to discuss with the experienced staff any specific services that are of interest as well as go into a free daily business card draw.

For further information visit [www.phoenixsoc.org.au](http://www.phoenixsoc.org.au) or email Andrew Ormandy on [aormandy@phoenixsoc.org.au](mailto:aormandy@phoenixsoc.org.au)



*Gregoire harvesters at work*

## New Staff at Provisor

Provisor has recently appointed two new staff in Adelaide. Penny Frost, a chemical engineer recently joined from a medical devices start-up company and Julie Culbert from her PhD studies in organic chemistry at Adelaide University.

Penny joins Provisor's Research management team, which works closely with suppliers from Australia and around the world in the development of new products and services. Her work includes providing project management, process and pilot plant trial facilitation, independent testing, proof of performance investigations, design calculations and other services. Penny will be supporting closure manufacturers, processing equipment developers, equipment importers and product developers to implement their innovations.

Julie is Provisor's analytical chemist. Her role is to manage analytical chemistry equipment and provide specialist support to other projects. She will be ensuring that specialist analytical equipment such as LCMS, GCMS, GC sniff, HPLC, chemical nose and others are available for use by companies that need to access this type of equipment for analysis.

Provisor now has a team of 10 staff and 15 trained sensory panellists for descriptive analysis studies. We have winemaking, sensory, engineering (agricultural and chemical) and chemistry staff supporting innovation, new technology and product development in the wine industry.

*Pellenc's Model 4680 Multifunction Grape Harvester fitted with Pellenc Semi-Automatic pruning machine*





*Pellenc's Model 4680 Multifunction Grape Harvester will be on display at WineTech 2005*

# Don't Miss WineTech 2005

THE NATIONAL WINE INDUSTRY SUPPLIERS TRADE SHOW

Adelaide, South Australia, Wednesday 20th - Friday 22nd July 2005

WineTech is the national trade exhibition featuring companies that supply the Australasian wine producing industry, hosted by WISA. Held only every two years it will be presented undercover in the giant Jubilee Hall at the RAS Showground Adelaide - bringing together all the major suppliers and distributors of products, equipment and services for grape growing, wine production and distribution.

The latest products and innovations from around the world will be presented "under one roof" near the heartland of Australia's wine producing industry. Indeed, hosting over 350 companies in 2005, WineTech has confirmed its spot as the Southern Hemisphere's largest and most comprehensive event for the Australian and New Zealand wine industries.

In addition to Australian exhibitors, the following countries will be represented: Austria, Belgium, Chile, Denmark, Finland, France, Germany, Italy, Japan, Korea, Malaysia, New Zealand, Poland, South Africa, Switzerland, Taiwan, UK and the USA.

## Plan Your Visit Now - Entry FREE!

Visit [www.winetechnadelaide.com.au](http://www.winetechnadelaide.com.au) to discover the list of exhibitors and the service product categories of most interest to you. You can arrange

for your ID pass online, which allows free admission to be forwarded to you in advance.

Trade Exhibition Visiting Hours  
Wednesday 20th July 9.00 am - 4.00pm  
Thursday 21st July 9.00 am - 4.00 pm  
Friday 22nd July 9.00 am - 4.00 pm

## Special Deals!

Many visitors will need to stay more than one day. We have organised special hotel deals in and around Adelaide. Enquiries to the Lido Group, telephone 1800 817 339 or +61 2 8585 0843 or log on to [www.lidoac.com](http://www.lidoac.com). Quote WineTech 2005 when you enquire.

## Industry Specific Seminars

WISA, in conjunction with the CRCV, will be conducting a series of free seminars in rooms adjacent to the trade show floor. Details of the seminar program will be available on [www.wisa.org.au](http://www.wisa.org.au) from 1 June 2005 and you can register your attendance on line. Further information will also be displayed at the entrance to the show and at the organiser's office.

## It's not all business!

WineTech has already established a great reputation for exhibitor hospitality - after all, it is the wine industry! Join the exhibitors and your industry colleagues in the daily "happy hour" on-site and the post show networking sessions nearby.

## Don't miss WineTech 2005

It's a great chance to keep completely up-to-date with all that's happening in the ever-changing field of wine production and viticulture and a great opportunity to network with your industry colleagues, keeping your finger on the pulse of our dynamic industry.



## Export Excerpts

**WISA Website Upgrade**  
WISA's website has recently been expanded to include a section devoted entirely to export activities. This will be regularly updated with dates, events, news and important reports and advice as they come to hand. Visit [www.wisa.org.au](http://www.wisa.org.au) and click on the Export menu tab.

**Export Subcommittee meetings**  
The export subcommittee met on 18 May and will reconvene in August to plan activities for the remainder of the 2005-06 year.

**WISA booth, ASEV Annual Meeting**  
Seattle, 22-23 June 2005

**Austrade/Australian Pavilion**  
Vintech Chile, Santiago  
14 - 16 July,  
**All space now sold out!**

**Austrade's Mendoza**  
Winetech Tour  
18-19 July

**SIMEI 2005**  
Milan, Italy  
22-26 November

**SITEVI 2005**  
Montpellier, France  
29 November - 1 December  
In 2003 there were 944 exhibitors from 20 countries and 52,250 trade visitors representing 70 countries. WISA, together with Austrade Paris is keen to assist interested members to exhibit at this important event in the international calendar. Austrade Paris is prepared to take out space at Sitevi and coordinate an Australian Suppliers stand, should there be sufficient interest. For more information visit [www.sitevi.com](http://www.sitevi.com). To register your interest only at this stage please contact the WISA Executive Officer by 30 June 2005.

# 2005 Wine Industry Directory highlights diversification of winegrape varieties

Australian wine producers are turning to alternative winegrape varieties in order to survive in an increasingly competitive global wine market.

Winemakers are making straight varietal or blended wines from 115 winegrape varieties according to the 23rd annual Australian & New Zealand Wine Industry Directory recently published by the Adelaide-based company Winetitles.

The need to establish a niche market has become even more important as the number of wine producers continue to grow and the top companies maintain their marketshare dominance. The Directory revealed that over the past three years a new wine producer opened for business every 61 hours. The market challenges for these wine producers is further emphasised by the statistics in the Directory which show the top 22 companies account for 89% of total sales of branded wines by volume leaving the remaining 1,877 companies to compete for the remaining 11 percent of the sales.

The 560-page 2005 Australian & New Zealand Wine Industry Directory includes a comprehensive listing of 6,012 industry personnel, 2,358 wine producers, 1,127 suppliers, 198 distributors, 143 writers and wine publications, 281 organisations, 4,107 e-mail



addresses, 3,152 websites and 408 calendar listings. It also contains a comprehensive overview of the industry which includes statistics and descriptions of the main industry regulating bodies and a calendar of events.

WISA members (not currently listed) are invited to contact Raquel Williams (raquel@winetitles.com.au or (08) 8223 4799) for a FREE suppliers alphabetical listing in the 2006 Directory.

For information on advertising in the Directory please contact Alison Atkinson (aatkinson@winetitles.com.au) or Joanne Anderson (janderson@winetitles.com.au) on (08) 8223 4799.

To purchase a copy of the Directory please contact Winetitles on (08) 8223 4799 or order online at winetitles.com.au/wid.

# Government grants boost Australian wine industry

The Australian Government helped give Australian wineries a taste of export success by pouring \$5.9m worth of grants into the wine industry last year.

Administered by Austrade, the Australian Government's Export Market Development Grants (EMDG) scheme helps small and medium sized Australian businesses to enter into export and become sustainable exporters by reimbursing up to 50% of expenses they incur on specified export promotional activities over \$15,000. First-time applicants can combine two year's expenses to reach the \$15,000 threshold necessary to access the scheme.

The Government recently boosted funding for the EMDG scheme to \$170.4 million for 2005-06, meaning more businesses can now benefit from EMDG assistance.

Under the scheme, eligible businesses can claim expenses relating to visits to overseas markets, overseas representation and marketing consultants, participation in industry trade fairs, communications, providing free samples, promotional literature, website and advertising costs, and the cost of visits to Australia by overseas buyers.

Of the total EMDG recipients for 2003-04, 139 were businesses in the wine industry. The number of EMDG recipients from the wine industry has increased steadily in recent

years, from 79 recipients in 2001-02 to 139 recipients in 2003-04. Wine industry recipients now comprise 4% of total EMDG grant recipients.

Suppliers to the wine industry should also take advantage of the Export Market Development Grants Scheme in their bid to win overseas business. There are also opportunities for groups to market collectively for specific projects and apply to Austrade to be classified as an Approved Joint Ventures. This approval entitles the members to lodge one application for the whole Joint Venture. An example of a successful Joint Venture registered with Austrade is the Australian Wine Technology Exporters Group (AWTEG) administered in South Australia by Bill Renshaw (for details telephone 08 8370 6541).

Any suppliers to the wine industry that have annual income of not more than \$30 million, have spent at least \$15,000 on eligible export promotional activities and meet all other eligibility requirements under the scheme may qualify for an EMDG grant. To find out how the EMDG scheme can help your business, visit [www.austrade.gov.au/exportgrants/howtoapply](http://www.austrade.gov.au/exportgrants/howtoapply) or call Austrade on 13 28 78 and ask to speak to an EMDG representative in your state. EMDG applications can be lodged from 1 July 2005 until close of business 30 November 2005.



# Member Savings

WISA has formed strategic alliances with companies that provide cost savings to members in the following areas, details of which are available from the Executive Officer.

- |                                        |                              |
|----------------------------------------|------------------------------|
| Accommodation, local and international | Printing                     |
| Electricity                            | Telecommunications           |
| Finance                                | Trade advertising            |
| Insurance                              | Vehicle purchase and leasing |
| Office Supplies                        | WINETECH                     |

To become a member or receive more information on this peak industry body, contact Philippa Myers, Executive Officer, Ph/Fax 08 8390 3623, or complete this form and fax or post it to: WISA, PO Box 210, Stirling, South Australia, 5152  
**Annual membership fee is \$295 including GST**

Name .....

Company Name .....

Services Provided .....

Company Address .....

Postcode .....

Contact Phone Number .....

Email .....

# FELCO 800 A Success Story!

FELCO Switzerland is extremely proud to announce that the 2004-2005 European pruning season was a great commercial and technical success all around! Our new Felco 800 electric secateurs were so popular and so appreciated that we ran out of stock by the beginning of January 2005.

As a matter of fact, our company has increased its sales by more than 30% in Europe and already holds firm orders for the next season representing a further quantity increase of more than 50%.

The main reasons for this success are the following:

The new World-first Lithium-Ion battery has proven remarkably reliable, with a failure rate of below 1%. Thanks to this marvelous technology, the end users benefit from a constant and even power and speed output at all battery charge levels from 99% to 0%. There is no power or speed loss as the battery becomes discharged.

The other major reason for this success is the very light weight of the tool and battery-pack, the lightest in the market with our partner Pellenc.

Furthermore, field experience and feedback from users show that the FELCO 800 is the most powerful tool in the market today. This is achieved by the cutting head design and the use of the latest generation of advanced brushless motors. These motors are 10 years ahead of the old DC generation motors used by most competitors.

After sales service and prices are two very important remaining elements, where we have put a lot of effort to deliver the best possible package. Our objective is to offer the best product, at the best possible cost, and to support it with the best possible network of service and maintenance outlets.

## Newsletter Sponsors



# Why Join WISA?

“A strong, well resourced body representing the interests of suppliers is in the best interests of suppliers and the industry more generally.

The Winemakers’ Federation of Australia (WFA) has benefited from strong industry support, and has been

able to achieve some great results because of that support. We strongly encourage membership of WISA so that it can

give you a voice, and so that it can enhance our whole industry’s advocacy capability.”



Stephen Strachan,  
CEO, WFA

FELCO 800 in hand



## Diary Dates

### June

#### 14 June

- Members Workshop: 2.30 – 4.30  
“Greening the Supply Chain: Introducing Sustainable Purchasing”  
Kelly’s Gallery  
National Wine Centre

#### 14 June

- WineTech Exhibitors  
Cocktail Party  
5.30-7.30  
Kelly’s Gallery  
National Wine Centre  
Co-hosted by Exhibition Management Pty Ltd and WISA

#### 23 June

- Members Information Session  
“Accessing the South American Wine Industry”,  
David Kingsbury, Gransud

#### 21-24 June

- American Society for Enology & Viticulture  
Annual Meeting & Exposition  
Seattle, USA

#### 14-16 July

- Vinitech Chile  
18-19 July  
Mendoza WineTech Tour

#### 19 July

- CRCV Seminar  
“Objective measurement of grape & wine quality”  
Stamford Plaza, Adelaide

#### 20 – 22 July

- WineTech 2005  
RAS Showgrounds

### August

#### 1-2 August

- Australian Wine Marketing Conference  
Adelaide Convention Centre

#### Date to be advised

- Adelaide  
Members networking function

### September

#### 21 September

- Adelaide  
WISA AGM & Luncheon  
Venue to be confirmed

### October

#### 31 October – 1 November

- Vinitech China

#### Date to be advised

- Sydney  
Members Networking Function

#### Date to be advised

- Melbourne  
Members networking function

### November

#### 16 November

- Adelaide  
Christmas Drinks

#### 22-26 November

- SIMEI 2005  
Milan, Italy

#### 29 November – 1 December

- SITEVI 2005  
Montpellier, France

For further information on any of these events, or to make suggestions for future events please contact:

Philippa Myers  
Executive Officer  
(08) 8390 3623  
wisainc@senet.com.au

Remember, it is your Association and comments and contributions are always welcome!