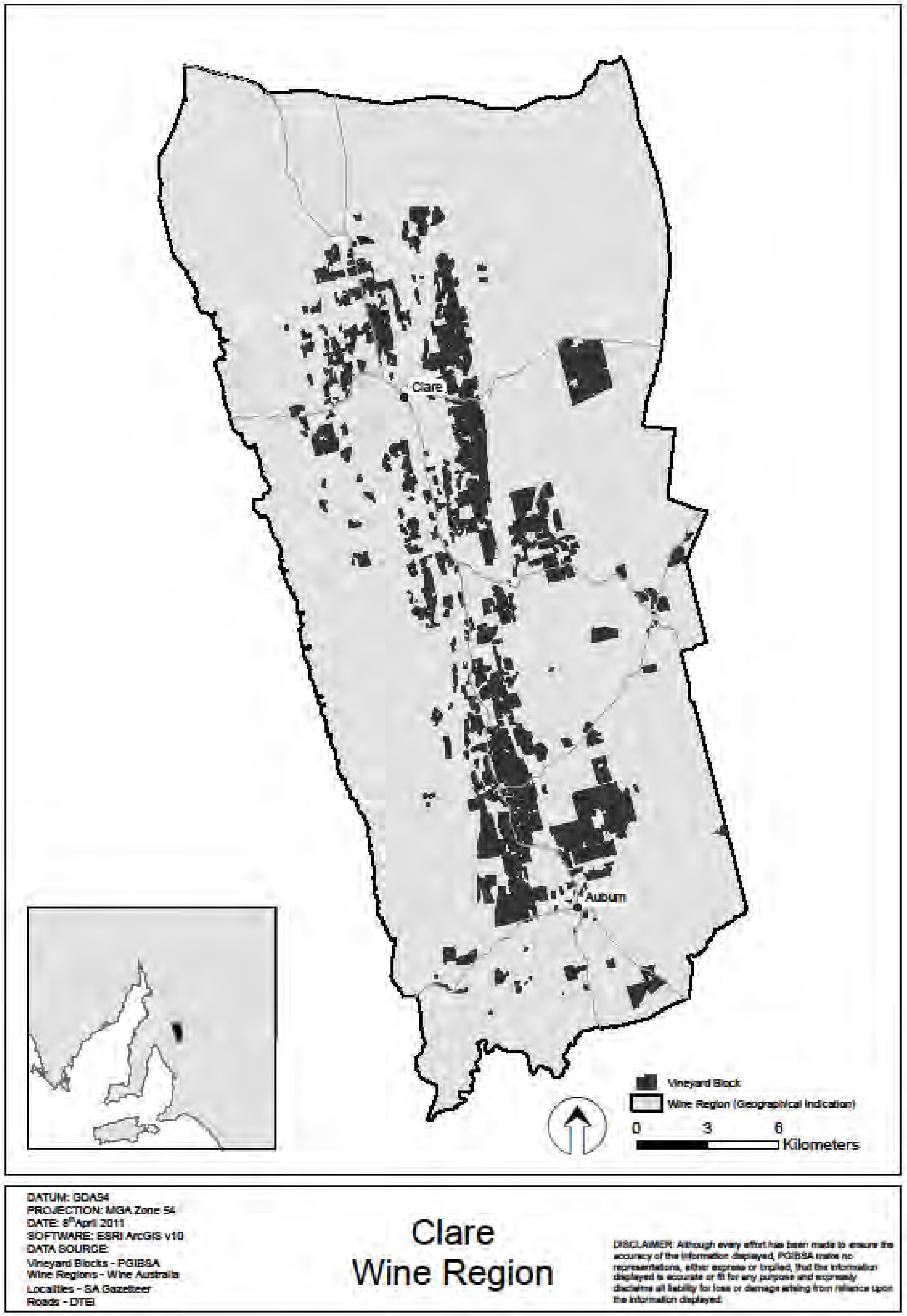


Clare Valley Wine Region

Regional summary report

2011

Explanations and Definitions

INTAKE (CURRENT VINTAGE) DATA

Definition of regions

Regions have been defined in accordance with Geographical Indication (GI) boundaries. If a GI region has not been declared, or produces less than 5,000 tonnes, then the data is aggregated into the relevant GI zone. Disaggregation of data into smaller regions such as Southern Fleurieu and Mount Benson is available on request from the Board's office.

Total crush

The **total crushed** is the total tonnes of grapes crushed from a particular source region, whether processed in that region, another region in SA or interstate. All wineries in Australia that are known to source fruit from South Australian vineyards are included in the survey collection process. However, not all wineries submit a survey form - therefore the total tonnage reported may underestimate the true crush. An estimate of the non-response rate for each region is provided below each intake summary report. Reported fruit is separated into fruit produced from the winery's own or associated vineyards ("own grown") and from independent vineyards ("purchased").

Crop value data

On the survey forms, wineries are asked to record **total purchase value.** This is the total amount paid for fruit of a particular variety at the point of receival – NOT including freight. It includes any penalties or bonuses (eg Baumé) applied at the weighbridge, but DOES NOT INCLUDE other bonuses or adjustments such as end use quality bonuses, which are not available at the time the survey is conducted.

The **calculated average purchase value per tonne** is the average amount paid per tonne of fruit across all wineries. Winery grown grapes are not included in the calculation of average purchase value; nor are grapes grown by companies connected with the winery or under lease arrangements. The **estimated total value of purchased grapes** is calculated by multiplying the average purchase value per tonne by the total tonnes purchased. The **estimated total value of total grapes** is calculated by multiplying the average purchase value per tonne by all tonnes crushed. If there is a variety where there are no purchases, then the average purchase value across all other varieties of the same colour in the same region is used to determine an estimated value for the own grown grapes.

Note: in small varieties there may sometimes be only one winery contributing towards a calculated average purchase value per tonne.

Important note on average purchase value

There is considerable variation in the pricing arrangements made by different wineries. For example, some wineries make adjustment payments based on the average value per tonne reported in this survey and some pay quality bonuses based on the end use of the product. These additional payments are not included in the reported figures. The average price also does not give any indication of the distribution of prices, or variables that go into individual contracts. Therefore the average price should not be compared directly with an individual grower's arrangement.

Highest and lowest price

Wineries are asked to report the highest and lowest prices paid for any parcel of fruit of a particular variety, of any size. The highest of all highest prices, and the lowest of all lowest prices are reported – provided that at least three wineries have provided this information for any particular variety. *Note: the highest or lowest price may be for a very small parcel of fruit - and/or reflect an unusual pricing arrangement - eg payment by the hectare rather than per tonne, "spot market" sales of excess fruit etc.*

FORECASTS

Estimated supply

Supply forecasts have been calculated independently using the planting information obtained from the PGIBSA vineyard register (see below). They are calculated by multiplying the area of vines by an estimated yield figure determined separately for each variety in each region, which takes into account industry practices and objectives as well as historical averages. However, the supply forecasts do not make any allowance for future vine removals or mothballing, yield capping or the effects of ongoing water restrictions or unusual seasonal conditions.

Committed intake

Committed intake is the amount of fruit that wineries are *already* committed to take in, for a given future year. It is made up of winery grown fruit and contract purchases. Only existing or ongoing contracts are included – not intended future signings or renewals.

Explanations and Definitions

Available supply

Available supply (uncommitted fruit) is the difference between estimated supply and committed intake. It is the amount of fruit estimated to be available on the open (spot) market. NB If the committed intake is higher than the estimated supply, this indicates a discrepancy between the independent supply forecasts and the wineries' estimates of future production. In this case, available supply is recorded as zero – rather than as a negative number.

Comparing supply and committed intake

In order to compare supply with committed intake, the latter figures are "raised" to compensate for non-respondents. There is no raising of supply figures because it is assumed that the PGIBSA vineyard planting information is close to 100% complete. The non-response rate is calculated separately for each region and is indicated below the relevant tables.

PLANTING DATA

Derivation of planting data tables

Planting data is **not** derived from the 2011 South Australian Utilisation and Pricing Survey of wineries. The information is obtained from the vineyard register maintained by the Phylloxera and Grape Industry Board of South Australia.

The Board is required under the *Phylloxera and Grape Industry Act 1995* to maintain a complete and accurate register of grapegrowers in the state. All vineyard owners with more than 0.5 hectares are required by law to register with the Board, and to complete an accurate vineyard return each year, giving details of their plantings. This information is kept strictly confidential. An accurate vineyard register enables the Board to produce complete, up-to-date statistical information on vineyard plantings by variety, year planted and location.

For more information on registration of vineyards, please contact the Phylloxera and Grape Industry Board office on 08 8362 0488.

Explanatory notes for planting data tables

1. Planting data tables are current as at April 2011 and include all plantings from the 2010 planting season. Vines planted in a particular year may include topworked or replaced vines, as well as new plantings in virgin ground. Where vines have been replaced or topworked, the old variety record is removed. This explains why the area planted for earlier years may be different in the 2011 report compared with previous reports.
2. Vineyard plantings are recorded by Geographical Indication. Planting details for smaller regions not included in the survey report are available on request from the Board.
3. Where a 0 appears in a table, this may indicate the presence of a planting of less than 0.5 hectares, or it may indicate zero plantings. Rounding may produce a slight error in totals or percentages.

Vintage report

Like most areas, the Clare Valley recorded above average rainfall throughout the growing season. A wet spring led to magnificent growing conditions. However some heavy thunderstorms in mid to late November, December and January and then during harvest created some disease pressure.

Cooler conditions during harvest also had an impact on ripening, particularly with later varieties like Cabernet Sauvignon.

The start of picking was running about 3-4 weeks behind last year with harvest underway during the first week of March. Rain during the harvest also caused some delays and the mild conditions dragged harvest out into May.

For the first time in many years downy and powdery mildew was found in pockets of the valley. Fortunately, growers were well prepared – particularly through the new GrowCare pest and disease email distribution, which kept them well informed about when to expect outbreaks and when they should consider spraying.

Approx 75mm of rain throughout the second half of March caused some berries to split and as a result the incidence of Botrytis, particularly in Shiraz, was above average. Slip skin was noted in many vineyards, meaning that fruit was falling from the vine as the harvester started to shake the vine and not as the machine actually passes over the area being harvested.

An estimated 10% of vines in the region were affected by Downey Mildew, approximately 15% by Powdery Mildew and approximately 40% by Botrytis.

Yields for the fruit that was harvested were well above 2010. Unfortunately, the high levels of disease reported, may have been due, in part, to the higher than average yields. This had a negative impact mainly on the later picked Riesling, Shiraz and some parcels of Cabernet were left on the vine. The full extent of yield loss is yet to be determined, but initial estimates are going to be somewhere between 20 – 40% of the region’s total harvest.

Fortunately, approx 80% of the Riesling was harvested before the early rains came. Indications are that the Riesling is shaping up quite well in tank and that quality looks exceptional.

Shiraz was the variety worst affected by disease, however, there were some good parcels taken – particularly around the northern parts of Clare.

Cabernet Sauvignon quality was varied, with some parcels rejected due to disease issues. The fruit took a long time to ripen due to cooler conditions at the tail end of the season.

Sam McCardle
Clare Valley Grape Growers Association

Overview of vintage statistics

The harvest from the Clare Valley was 18,801 tonnes in 2011, down 13% compared with 2010. The total value of grapes crushed in the region also decreased by $5.7 million to $16.6 million. The average purchase value decreased for the major varieties, with Cabernet Sauvignon decreasing by $217 per tonne (19.7%) to $882 per tonne, lowest on published record.

There were 16 hectares of new plantings in the Clare Valley in spring 2010 (including top-working and replacements), with 31% Riesling and 25% Cabernet Sauvignon.

The estimated production from the Clare Valley for 2012 is 28,100 tonnes. The wineries’ committed intake is 26,900 tonnes – therefore there is expected to only be a small amount of surplus fruit.

By 2016, the estimated production is just over 28,300 tonnes, of which 58.6% (16,600 tonnes) is already under contract or winery grown fruit. This leaves around 11,700 tonnes as yet uncontracted.

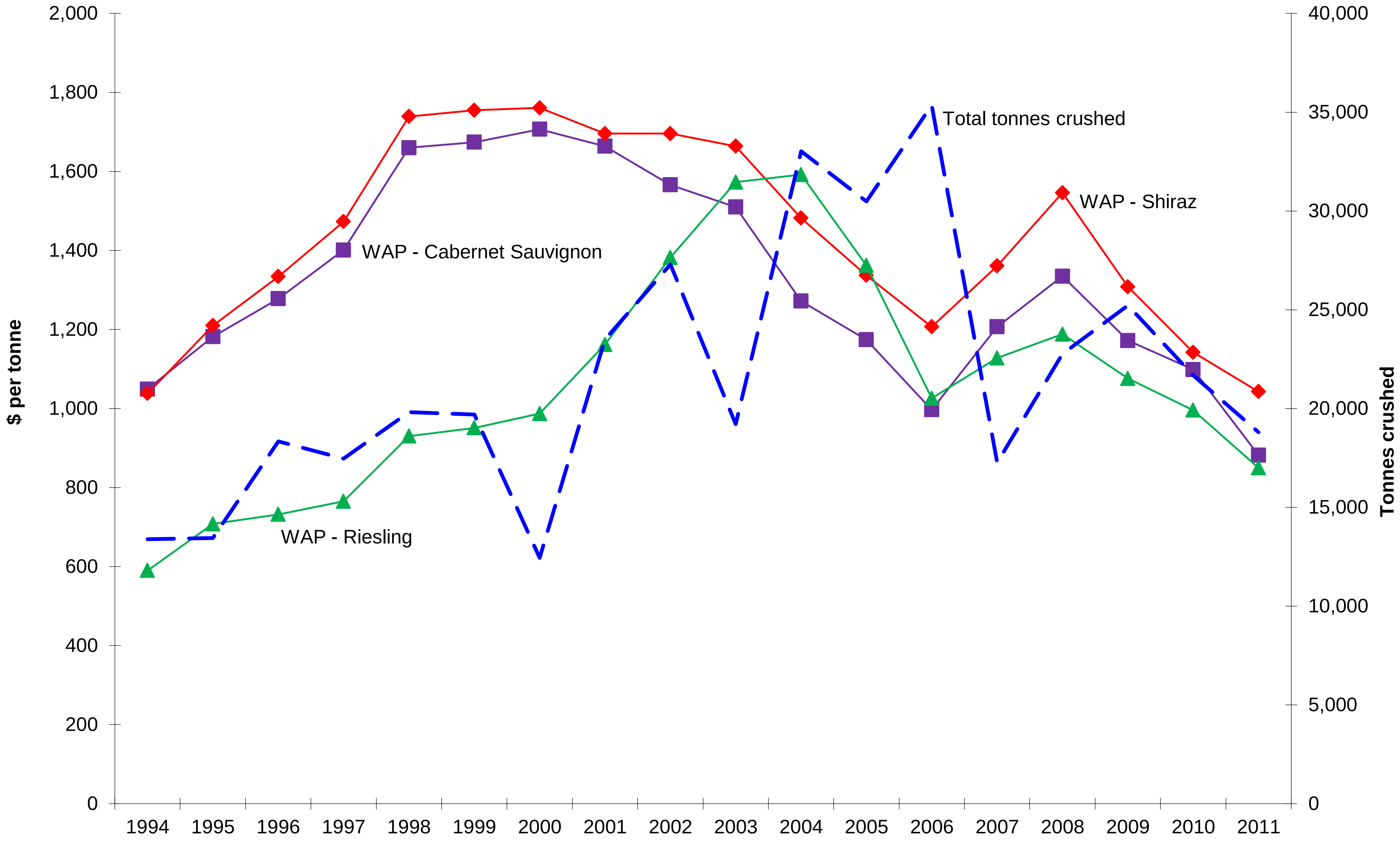
Clare Valley Winegrape intake summary - vintage 2011

Variety	Tonnes purchased	Lowest price[1]	Highest price[1]	Total value purchased grapes	Calc avg. purch. value per tonne	Winery grown fruit	Total crushed[2]	Est total value ALL grapes
RED								
Cabernet Franc	10			$7,824	$800	50	60	$48,140
Cabernet Sauvignon	1,726	$300	$2,000	$1,521,788	$882	2,617	4,343	$3,829,800
Grenache	49	$600	$1,400	$53,283	$1,089	54	103	$112,205
Malbec	86	$800	$1,000	$74,949	$867	163	250	$216,386
Mataro	0			$0	$0	22	22	$19,933
Merlot	658	$300	$1,300	$458,181	$697	612	1,270	$884,676
Muscat a Petit Grains Rouge / Rose	0			$0	$0	1	1	$740
Nebbiolo	0			$0	$0	1	1	$1,169
Other Red	0			$0	$0	4	4	$3,650
Petit Verdot	0			$0	$0	20	20	$18,243
Pinot Noir	0			$0	$0	55	55	$49,961
Ruby Cabernet	0			$0	$0	19	19	$17,777
Sangiovese	44			$17,186	$395	27	70	$27,816
Shiraz	1,586	$300	$2,430	$1,654,024	$1,043	2,165	3,752	$3,911,856
Tempranillo	37	$1,000	$1,500	$45,205	$1,222	23	60	$72,695
Touriga	0			$0	$0	9	9	$8,313
Total Red winegrapes	**4,195**			**$3,832,440**		**5,843**	**10,038**	**$9,223,362**
WHITE								
Chardonnay	808	$200	$1,175	$517,862	$641	494	1,302	$834,331
Chenin Blanc	0			$0	$0	12	12	$9,969
Muscat a Petit Grains Blanc	0			$0	$0	2	2	$1,949
Muscat Gordo Blanco	0			$0	$0	1	1	$1,041
Other White	16			$19,850	$1,250	9	25	$31,483
Pinot Gris	121			$131,050	$1,079	145	267	$287,563
Riesling	3,929	$250	$1,900	$3,340,359	$850	2,244	6,173	$5,248,056
Sauvignon Blanc	2			$2,200	$1,100	73	75	$82,247
Semillon	345	$600	$1,175	$323,431	$937	390	735	$688,547
Traminer	80	$700	$1,600	$80,487	$1,011	47	127	$128,412
Viognier	0			$0	$0	43	43	$36,210
Total White winegrapes	**5,301**			**$4,415,239**		**3,461**	**8,763**	**$7,349,807**
Total All winegrapes	**9,497**			**$8,247,679**		**9,304**	**18,801**	**$16,573,169**

1 Lowest and highest prices are only reported when there are at least three purchasers. Very low prices may relate to extremely small parcels of fruit or fruit delivered that was over the contract amount or penalised for other reasons.

2 It is estimated that the non-response rate for Clare Valley is 11.4%.

Clare Valley **Historical Weighted Average Price vs tonnes crushed**



Clare Valley

Current plantings by variety and year planted

Variety	Current area in hectares					
	Pre-2008	*2008*	*2009*	*2010*	*Total area*	*% planted in 2010*
Red winegrapes						
Cabernet Franc	15	1	0	0	16	*0%*
Cabernet Sauvignon	1,121	45	6	4	1,176	*0%*
Grenache	65	0	0	0	65	*0%*
Malbec	67	0	0	0	67	*0%*
Mataro (Mourvedre)	31	0	0	0	31	*0%*
Merlot	301	1	0	0	302	*0%*
Nebbiolo	4	0	0	0	4	*0%*
Other red	38	1	0	0	39	*0%*
Sangiovese	34	1	0	0	34	*0%*
Shiraz	1,883	17	0	1	1,901	*0%*
Tempranillo	35	5	1	4	45	*9%*
Total red varieties	**3,594**	**70**	**7**	**8**	**3,680**	***0%***
White winegrapes						
Chardonnay	272	0	0	0	272	*0%*
Other white	17	3	5	1	26	*4%*
Pinot Gris	30	9	2	0	41	*0%*
Riesling	1,220	14	2	5	1,240	*0%*
Sauvignon Blanc	28	0	0	1	29	*3%*
Semillon	176	0	0	0	176	*0%*
Traminer (Gewurztraminer)	19	0	0	1	20	*5%*
Verdelho	4	0	0	0	4	*0%*
Viognier	25	0	0	0	25	*0%*
Total white varieties	**1,791**	**25**	**9**	**8**	**1,833**	***0%***
Unknown variety	13	0	0	0	13	*0%*
Rootstock block	0	1	0	0	1	*0%*
Total all varieties	**5,398**	**97**	**16**	**16**	**5,527**	***0%***

Clare Valley

Estimated supply and committed intake 2012 - 2016

	2012				2014				2016			
	Est Supply [1]	Committed intake[2]			Est Supply [1]	Committed intake[2]			Est Supply [1]	Committed intake[2]		
Variety		*Winery grapes*	*Contract purchases*	*Total committed intake*		*Winery grapes*	*Contract purchases*	*Total committed intake*		*Winery grapes*	*Contract purchases*	*Total committed intake*
Red winegrapes												
Barbera	17	14	23	36	17	14	23	36	17	14	0	14
Cabernet Franc	78	81	0	81	79	87	0	87	79	87	0	87
Cabernet Sauvignon	4,624	3,279	2,081	5,360	4,691	3,505	816	4,321	4,691	3,733	340	4,072
Grenache	323	132	63	195	323	104	37	141	323	104	23	126
Malbec	334	186	102	288	335	194	118	313	335	200	94	293
Mataro	157	35	6	41	157	24	11	35	157	24	11	35
Merlot	1,508	776	976	1,752	1,510	738	599	1,337	1,510	738	129	866
Muscat a Petit Grains Rouge / Rose	0	3	0	3	0	3	0	3	0	3	0	3
Nebbiolo	19	3	25	28	19	3	25	28	19	3	0	3
Other Red	114	6	25	31	116	10	25	35	116	10	0	10
Petit Verdot	56	55	0	55	56	50	0	50	56	50	0	50
Pinot Noir	53	90	5	95	53	90	5	95	53	90	5	95
Ruby Cabernet	6	11	0	11	6	11	0	11	6	11	0	11
Sangiovese	170	44	99	143	171	58	99	157	171	63	0	63
Shiraz	9,475	3,879	4,095	7,974	9,501	3,959	1,827	5,786	9,501	4,062	984	5,046
Tempranillo	197	80	42	121	215	102	42	144	215	107	17	124
Touriga	0	9	0	9	0	9	0	9	0	9	0	9
Total red winegrapes	**17,132**	**8,685**	**7,539**	**16,224**	**17,250**	**8,960**	**3,626**	**12,587**	**17,250**	**9,307**	**1,601**	**10,908**
White winegrapes												
Chardonnay	1,633	711	1,128	1,839	1,633	720	751	1,471	1,633	720	90	810
Chenin Blanc	14	11	0	11	14	11	0	11	14	11	0	11
Muscadelle	0	17	0	17	0	17	0	17	0	17	0	17
Muscat a Petit Grains Blanc	7	9	0	9	7	9	0	9	7	9	0	9
Muscat Gordo Blanco	8	1	0	1	8	1	0	1	8	1	0	1
Other White	117	23	23	45	132	27	23	50	132	27	0	27
Pinot Gris	222	182	91	273	240	220	68	288	240	222	68	290
Riesling	7,384	3,213	3,932	7,146	7,424	3,084	2,235	5,319	7,424	3,106	692	3,798
Sauvignon Blanc	170	94	46	140	173	82	46	129	173	82	2	85
Semillon	1,143	395	644	1,039	1,143	440	71	511	1,143	394	71	466
Traminer	113	50	56	106	116	63	56	120	116	71	56	127
Viognier	150	81	0	81	150	81	0	81	150	81	0	81
Total white winegrapes	**10,985**	**4,787**	**5,921**	**10,708**	**11,065**	**4,756**	**3,251**	**8,006**	**11,065**	**4,743**	**979**	**5,723**
All winegrapes	**28,117**	**13,472**	**13,461**	**26,932**	**28,314**	**13,716**	**6,877**	**20,593**	**28,314**	**14,051**	**2,580**	**16,631**

[1] *Supply forecast produced by PGIBSA based on the South Australian vineyard register*

[2] *A raising factor of 1.13 has been applied to committed intake to allow for non-respondents*