

HILL-SMITH  
FAMILY ESTATES



2024  
Vintage Details



# Contacts

## ANGASTON WINERY

---

### WEIGHBRIDGE

Ph: 08 8561 3258

---

### BOOKINGS AND SAMPLES

#### Linda McLeod

Ph: 08 8561 3321

Fax: 08 8561 3388

---

### GRAPE PURCHASING MANAGER

#### Marc van Halderen

Ph: 08 8561 3293

Mob: 0481 394 049

Em: [mvanhalderen@hsfe.com](mailto:mvanhalderen@hsfe.com)

Fax: 08 8561 3300

## OXFORD LANDING WINERY

---

### WEIGHBRIDGE

Ph: 08 8562 0121

---

### CRUSHER OFFICE

Ph: 08 8562 0125

---

### OXFORD LANDING ESTATES VITICULTURIST

#### Glynn Muster

Ph: 08 8541 9155

Mob: 0401 775 091

Em: [gmuster@hsfe.com](mailto:gmuster@hsfe.com)

Fax: 08 8541 9288

# Contents

<b>Social and Environmental Responsibilities</b> .....	3	<b>Deliveries to Oxford Landing Winery</b> .....	15
Sustainable Winegrowing Australia (SWA) .....	3	Entry.....	15
Modern Slavery .....	3	Weighbridge .....	15
<b>Maturity Sampling</b> .....	4	Grower parking .....	15
When to start sampling .....	4	Unloading at the crusher .....	15
Central Regions.....	4	Tare off .....	15
Riverland & Sunraysia.....	4	Emergency Evacuation.....	16
Sampling Method.....	4	<b>Maturity Assessment</b> .....	17-18
Labelling .....	5	<b>Quality control – MOG/ Defects/ Spoilage</b> .....	19
When to Harvest.....	5	Typical MOG Ratings .....	19
<b>Vineyard and Winery Grape Handling Conditions</b> ....	6	Defect, Damage and Contamination.....	19
Temperature .....	6	Smoke Taint.....	20
Time in bins prior to delivery .....	6	Mould Affected Grapes .....	20
Bins, trucks, trailers and buckets.....	6	Salt Contamination .....	20
Rain During Vintage .....	7	Oil Contamination .....	20
Communication with the weighbridge.....	7	<b>Sulphur additions</b> .....	21
<b>Spray Diaries</b> .....	8	<b>Payment Terms &amp; Industry Levies</b> .....	22
<b>Load Volumes and Chain of Responsibility</b> .....	9	Terms of Payment.....	22
Chain of Responsibility (COR) .....	9	Wine Industry Levies .....	22
<b>Grape Acceptance and Over CAP Policy</b> .....	10		
HSFE Over-Tonnes Policy .....	10		
<b>QLD Fruit Fly Restrictions</b> .....	12		
<b>Deliveries to Angaston Winery</b> .....	13		
Freight Route.....	13		
Entrance Gates .....	13		
Weighbridge .....	13		
Grower Parking .....	13		
Unloading at the crusher .....	13		
Tare Off.....	14		
Emergency evacuation.....	14		

# Social and Environmental Responsibilities

As a family wine business that has operated in a rural environment for over 170 years, Hill-Smith Family Estates (HSFE) believes that social, environmental, and economic responsibility is fundamental for ongoing business success.

As such, we are committed to working with our suppliers to ensure our supply chain is also operating with due regard to these responsibilities.

## **Sustainable Winegrowing Australia (SWA)**

Sustainability credentials are increasingly a requirement of retailers, hospitality venues, wine media and a point of interest for a growing number of consumers.

SWA is the Australian wine industry's national sustainability certification scheme. The SWA program focuses on continuous improvement including environmental, economic, and social aspects of grape and wine production.

All HSFE company-owned vineyards and wineries are certified members of SWA. It is a requirement to supply grapes to HSFE that are SWA certified.

All growers are required to complete the annual SWA Environmental metrics reporting and internal audit to maintain certification to this scheme [www.sustainablewinegrowing.com.au](http://www.sustainablewinegrowing.com.au).

## **Modern Slavery**

The Modern Slavery legislation (Modern Slavery Act 2018) outlaws human trafficking, slavery, and slavery-like offences.

As a supplier in the HSFE supply chain, all growers are required to:

- Comply with Modern Slavery Laws in their own business.
- Take reasonable steps to ensure that there is no Modern Slavery in the grower's supply chains (i.e., contracted labour hire or contracted services) or in any part of its business; and
- Immediately give written notice to HSFE of any suspected or actual breaches of any Modern Slavery Laws by grower's personnel or suppliers.

The grower will comply with any reasonable requests made by HSFE for assistance, for the provision of information as required by HSFE to enable their own compliance with Modern Slavery Laws.

# Maturity Sampling

## When to start sampling

Use your hand refractometers to establish general maturity before you bring your samples to HSFE for assessment. Please begin sampling when your block reaches the following Baume:

- **Sparkling and Sauvignon Blanc**                    **6**
- **Table White & Rose**    **8**
- **Table Red**    **10**

Regardless of Baume, please ensure that you begin sampling the following varieties by the stated dates:

- **Riverland Sauvignon Blanc**                    **16 January 2024**
- **Riverland Chardonnay**    **16 January 2024**
- **Adelaide Plains Sauvignon Blanc**   **23 January 2024**

## Central Regions

- **All samples must be delivered to the slotted bin at the front of the Angaston Cooporage by 10am. Please do not deliver your samples to the weighbridge as we aim to reduce the traffic in the area.**
- **Results will be emailed by 9am the following day.** If you have changed your contact details, please notify Marc van Halderen or Linda McLeod.
- Samples must be submitted even if grapes are scheduled for harvest that week, failure to do so may result in booking cancellation.

## Riverland & Sunraysia

- Samples are to be taken by Growers Sunday night/ Monday morning and entered onto Baume online, additional samples to be taken on Thursday for blocks nearing harvest.
- Final sample must be at Oxford Landing Vineyard by Sunday evening or by 9am Monday morning.

- Results of maturity tests will ideally be emailed by Tuesday evening or are available by calling Glynn Muster on 08 8541 9155 or 0401 775 091.
- Please submit grape maturity samples on Thursday by 10am for blocks that are scheduled for harvest on the following Sunday and/ or Monday night if requested.
- Samples must be submitted on Sundays even if grapes are scheduled for harvest that week, failure to do so may result in booking cancellation.

## Sampling Method

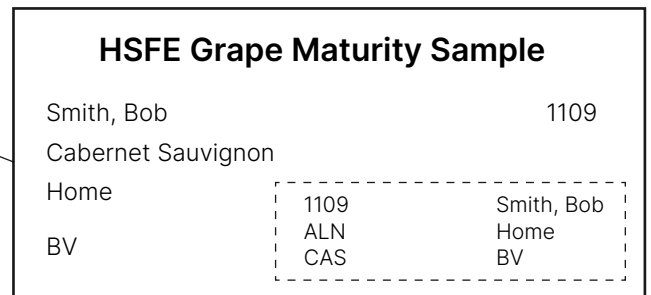
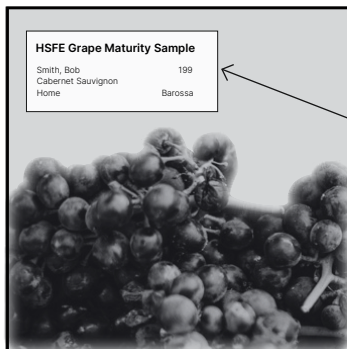
- a. Early in the season, please take your samples prior to 10am in the morning. Later in the season, or when there is a heavy dew in the mornings, please take your sample the night before and store in a cool place (not in the refrigerator).
- b. Samples need to be random, but representative; the total sample size needs to be at least four hundred (400) berries or twenty (20) bunches in size.
- c. Pick bunches from randomly selected shoots along multiple rows in the block.
- d. Zigzag along the rows to ensure that you are sampling from both sides of the canopy.
- e. Avoid the end two rows and the first panel in each row.
- f. Remember to include a representative mix of shaded and exposed, high, and low and top and bottom bunches from your block.
- g. If you notice significant maturity differences within a block, speak to your Grower Liaison Officer or Grower Purchasing Manager as you may need to take more than one sample.

# Maturity Sampling

## Labelling

Samples are to be placed in the supplied plastic bags, sealed, with a HSFE block identification label placed on the top left-hand corner of the bag. The bags can then be stored in a cool place, but not in the refrigerator. Sample bags are available from the Grape Laboratory.

We have supplied you with several sample identification labels for each of your blocks. Please ensure you use the correct label for each block and place it on the top left-hand corner of the bag OR clearly mark the same information in permanent pen:



## When to Harvest

- HSFE will notify Growers when the grapes are ready to be harvested.
- Harvest dates may be determined by Baume, acid, pH, winery planning and block inspections by winemakers and/ or grape purchasing staff.
- It is critical that you monitor your vineyard to ensure the final maturity analysis falls within the Baume parameters indicated within this document.

# Vineyard and Winery Grape Handling Conditions

## Temperature

Temperature assessment occurs at the weighbridge. Excessive arrival temperatures may result in downgrades.

A delivery may be downgraded if the temperature of the delivery (at the time of delivery to HSFE) exceeds the ambient air temperature by more than 5°C unless other tolerances have been mutually agreed in writing by HSFE and the Grower.

## White Grapes

We ask you to keep your grapes as cool as possible. If the load cannot be delivered immediately, please park your vehicle in the shade. Machine picked white grapes must not be harvested after 9am unless otherwise confirmed with your Grower Liaison Officer or Grower Purchasing Manager.

## Red Grapes

Warmer temperatures are required for red grapes to aid in fermentation. They should preferably be harvested between the temperatures of 20-30°C.

## Time in bins prior to delivery

The maximum allowable times that grape loads can be held after picking before transport to the winery are as follows:

	Hand Picked	Machine Harvested
Red grapes	12 hrs	6 hrs
White grapes	3 hrs	2 hrs

Grapes that are known to be held over these above periods without prior approval will be downgraded or rejected.

## Bins, trucks, trailers, and buckets

- All metal containers that have direct contact with the grapes must be painted with food grade paint. Only plastic containers can be used for hand picking.
- Use the following food grade paint: **Solver Chem Tough**
- HSFE crush sites do not use a rotating head forklift. Growers must ensure that authorised grape bins can be safely unloaded at the crushers.
- Viognier deliveries will only be accepted in 500kg, 2T or 4T grape bins.
- Semi Tippers with functional juice doors are preferred.
- No over axel tipper configuration allowed at our winery sites.
- Collection of plastic solid or slotted bins can only be made within 24 hours of harvest.
- **DO NOT HOLD BINS FOR FUTURE HARVEST DAYS.**
- Growers are to organise their own transportation of bins.
- Weighbridge operators must be contacted prior to collection.

Yalumba Angaston	Oxford Landing Winery
Truck and trailer	Truck and trailer
2 Tonne side Tipping Bins (no chains)	Semi Tippers
4 Tonne Side tipping bins	2 Tonne Side Tipping Bins (No Chains)
Half tonne bins.	4 Tonne Side Tipping Bins
Quarter tonne slotted bins	

# Vineyard and Winery Grape Handling Conditions

## Rain During Vintage

- Please resample blocks as soon as possible after rain to ensure you do not incur Baume deductions.
- If rain falls a few days before your harvest, resample 24 hours before harvest to check maturity.
- If rain falls on the day of picking before you start, please contact your Grower Liaison Officer or Grower Purchasing Manager. Harvest may be delayed until the canopy dries out.
- If rain falls during harvest, stop, and notify your Grower Liaison Officer or Grower Purchasing Manager to find out whether to proceed or whether to wait for the canopy to dry out before proceeding.

## Communication with the weighbridge

If your load is likely to be **early or delayed by 15 mins or more** in meeting its scheduled delivery time at the winery, **please contact the weighbridge as soon as possible** to ensure efficient communication between the vineyard and the cellar. With no communication, the Grower runs the risk of the truck and delivery being delayed at the winery for considerable time to allow other on time deliveries to be crushed.



# Spray Diaries

Agrochemical record sheets from the Growers Diaries for the 2023/24 growing season must be completed and returned by the below nominated dates:

<b>JANUARY 5</b>	<b>JANUARY 12</b>	<b>JANUARY 19</b>	<b>FEBRUARY 9</b>	<b>FEBRUARY 16</b>
Riverland Adelaide Plains	Barossa Valley Langhorne Creek	Eden Valley Adelaide Hills Limestone Coast	Margaret River Tasmania - Sparkling Blocks	Tasmania – Remaining Blocks

In the event of a late spray, it is the Grower's responsibility to contact the Grower Liaison Officer or Grape Purchasing Manager prior to any spray application. The Grower is required to update their agrochemical spray diary and resubmit after spraying.

# Load Volumes and Chain of Responsibility

## Chain of Responsibility (COR)

Chain of Responsibility Legislation relates to road safety requirements for heavy vehicles contained in all State, Territory and Federal laws that outlines that all parties, who can exercise control over the transportation of goods, may be held liable for breaches of road safety laws. Fines of up to \$10,000 for individuals and \$50,000 for corporations apply and all State and Federal road safety and road related laws applicable to the supply of the grapes.

Each party involved in the transportation of goods has a 'primary duty' defined as the obligation to ensure as far as reasonably practicable the safety of all transport activities.

There are the areas to be considered when addressing duties in relation to the COR legislation and regulations:

- Fatigue: no driver is to drive while fatigued. All deliveries should be planned to allow sufficient rest and sleep for drivers. Records must be maintained for fatigue-regulated heavy vehicles.
- Speed Compliance: all deliveries should be planned to allow a driver to drive within the legal speed limits and follow all other traffic laws.
- Mass or Dimension: no vehicle is to exceed its GVM. All reasonable measures are to be taken to prevent overloaded deliveries.
- Load Restraint: all grape loads must be loaded to ensure no spillage in transit.
- Vehicles Standards: all vehicles must be serviced and maintained to remain roadworthy.

Records for all the above items must be maintained as evidence of effective management of COR requirements.

These COR obligations are shared and apply to these parties involved: the transport company, operators (drivers), schedulers, consignees (HSFE), consignors, packers, loaders, and unloaders.

The Grower must implement all reasonable recommendations proposed by HSFE to the Grower to improve their COR Program.

The Grower must cooperate and comply with any reasonable request or direction from HSFE in relation to

- monitoring compliance with applicable Chain of Responsibility Legislation.
- responding to an investigation or enquiry from any third-party regarding compliance with applicable Chain of Responsibility Legislation; and
- the management of the transport and journey documentation that relates to the supply of the grapes, including any inspection of such documentation.

More information can be found at

**[nhvr.gov.au/safety-accreditation-compliance/chain-of-responsibility](https://nhvr.gov.au/safety-accreditation-compliance/chain-of-responsibility)**

# Grape Acceptance and Over CAP Policy

HSFE does not want delivery of tonnes over its requirements.

Acceptance of extra fruit will be at HSFE discretion dependent upon demand requirements for varieties and fruit quality.

It is clearly communicated and reasonably accepted that Growers will take all necessary actions in understanding and managing their own caps and deliveries to HSFE in Vintage.

HSFE currently has all Growers, vineyard, varieties, and blocks recorded with a Capped tonnes amount. The CAP is calculated using either a 6-year average or nominated and agreed with Grower by HSFE Grape Purchase Manager.

## HSFE Over-Tonnes Policy

If prior to harvest, you believe that the yield of a particular block will exceed the maximum of the Contract or Agreed Tonnes, or you have additional blocks, please promptly contact your Grower Liaison Officer or Grower Purchasing Manager.

Following notification of additional tonnes prior to harvest by Grower, HSFE will respond in one of three ways:

1. Increase the Agreed Tonnes in writing, prior to delivery (that is, accept and purchase the additional grapes under the same terms and conditions as the Contract or Agreed Tonnes).

**OR**

2. Purchase the additional blocks/grapes under a separate written Agreement with different pricing to the Contract or Agreed Tonnes, based on HSFE market price for that season.

**OR**

3. Inform the Grower that the additional tonnes are not required and must not be delivered (that is, HSFE will not accept delivery of the additional tonnes).

## At the point of receipt, how will HSFE manage unforeseen over-delivered tonnes?

If over-delivered tonnes occur, HSFE will, whilst acting reasonably and in good faith, undertake the following actions:

- Use its best endeavours to contact the Grower.
- If contactable, HSFE will inform the Grower of the extent of the over-delivery and, if practicable, ask the Grower if they wish to accept return of the over-delivered grapes to their vineyard or another site. The Grower will incur the cost of both inward and outward freight for any grapes returned or on-forwarded.
- If the Grower cannot be contacted within a reasonable period, or if the Grower will not accept return, or where return is not practicable (for example across State borders), over-tonnes will be dumped (where it is practical). The Grower will incur the cost of disposal for any over-tonnes.
- Where dumping is not practicable, over-tonnes will be processed by HSFE, recorded on a separate weigh note and will attract a minimum price of \$1 per tonne. There may be subsequent re-pricing above \$1 per tonne, but that would be at HSFE discretion. HSFE is taking all reasonable steps to minimise tonnes processed under this condition. HSFE does not want delivery of tonnes over its requirements.

Please contact your Grower Liaison Officer or Grape Purchasing Manager if you are not clear on HSFE Over-Tonnes Policy and / or at any time during vintage if you are aware of the potential for any additional tonnes.

## ~ No Interchanging Grape Caps Across Blocks or Varieties ~

HSFE requires to be notified by Grower prior to harvest if various blocks and/ or caps are to be combined.

If you have additional grapes, please follow the procedures outlined above for over-deliveries.

# QLD Fruit Fly Restrictions

~ Current restrictions are in place until **08 February 2024** ~

In line with ongoing developments with QLD Fruit Fly for Riverland it is the Grower's responsibility to consult the PIRSA website with current Fruit Fly restrictions and requirements - [fruitfly.sa.gov.au](http://fruitfly.sa.gov.au)

- With single and repeat offenders, failing to fully complete and provide the relevant registrations and ICA 33 paperwork, HSFE reserve the right to reject the delivery at our weighbridge.
- **And / or apply a \$1000 administration fee to cover work required, back and forth for corrections.**
- HSFE will report all failures to PIRSA.

Example of correct completion of the ICA 33 Paperwork as below:

**Government of South Australia** **Security SA** **CERTIFICATION ASSURANCE /ICA-33**  
**APPLICATION FOR APPROVED PROPERTY / PROPERTY APPROVAL**

**Example PLANT HEALTH ASSURANCE CERTIFICATE Attachment 2**

**Your IP Number allocated by PIRSA** → IP Number: **S 9 8 7 6 - 0 1 C A 3 3**

**Consignor can be Grower or Transport Provider** → Consignor Name: **Adelaide Grape Supply Company**  
 Address: **Lot 99 Golden Mile Road ADELAIDE RIVER, SA 5555**

**Strike through** → Consignee Name: ~~NRL Winery~~  
 Address: ~~1 Windsor Drive WINERYTOWN, NSW 2999~~

**Please use correct full winery address where delivering (1 only) HSFE** → Consignee Name: **Angaston: 40 Eden Valley Road Angaston SA 5353**  
 Address: **OLW: 204 Pipeline Road Nuriootpa SA 5355**

**Delivering Truck and/or Trailer Registration details** → Method of Transport:  Road (Vehicle Details Reg No. **SES 101**)

**As Above** → Certification Details Name: **As Above**  
 Address: **As Above**

**Grower Name and Address** → Grower or Packer Name: **Adelaide Grape Supply Company**  
 Address: **Lot 99 Golden Mile Road ADELAIDE RIVER SA 5555**

**Date of transportation of each load** → Date Code: **29/01/2024**

**Details of Produce being transported ie: 1 Truck Wine Grapes** → Brand Name: **Sauvignon Blanc**  
 No. of Packages: **4** Type of Packages: **Bin** Type of Produce: **Sauvignon Blanc Grapes**

**Strike through as no treatments are applied** → Treatments table (all rows crossed out):

Date	Treatment	Chemical (Act. ingredients)	Concentration	Duration and Temperature
	Dipping	Dinoporate	400 ppm	One Min. - 10 sec. then wet for 60 sec.
	Dipping	Fenitrothion	412.5 ppm	10 sec. then wet for 60 sec.
	Flood sprays	Dinoporate	400 ppm	10 seconds then wet for 60 seconds
	Flood sprays	Fenitrothion	412.5 ppm	10 seconds then wet for 60 seconds
	Non-recirculated spray	Fenitrothion	412.5 ppm	10 seconds then wet for 60 seconds
	Fumigation	Methyl Bromide	g/m <sup>3</sup>	Two Hours @ 10°C

**Complete as Shown** → Additional Certifications: **Meets PHY-02 and meets ICA33**  
**Must be processed within 24 hrs of arrival**

**Business Authorised Signatory Name** → Authorised Signatory's Name: **Charles Crow Jr**  
 Signature: **Charles Crow Jr**  
 Date: **29/01/2024**

**Business Authorised Signatory Signature** → (Signature area)

**Date Signed** → Date: **29/01/2024**

ICA-33 OPERATIONAL PROCEDURE ISSUE: First Ver: 4 Date: 31 Mar 2014 Page 19 of 23 Attachment 3

# Deliveries to Angaston Winery

## Freight Route

HSFE has a policy to reduce the number of heavy vehicles travelling through the main street of Angaston. If delivering to the Angaston Winery from the Barossa Valley Floor or Adelaide Plains Region, HSFE requires you to use the freight route along Stockwell Rd, Crennis Mines Rd, Long Gully Rd, and Eden Valley Rd.

## Entrance Gates

The main entrance must be used for entering and exiting the winery premises (see Map). All drivers are reminded of the 20km/h speed limit within the winery premises. Under no circumstances is the first entrance, closest to Angaston, to be used either to enter or exit the winery. Please do not use exhaust brakes along Yalumba Terrace or the Eden Valley Road before turning into the winery.

**~ If children are brought onsite with grape deliveries. They must always stay inside the vehicle. ~**

## Weighbridge

Drive onto the weighbridge platform from the north in a southerly direction heading away from the town of Angaston. This means turning into the lane on the southern side of Warehouse 10 (on the western side of the weighbridge) and following it around to the northern side of Warehouse 9 (see map).

**~ Enclosed footwear and a Hi Visibility/reflective jacket/vest must be worn ~**

## Grower Parking

Grape samples are to be delivered to the Angaston Cooperage, however for other visits park in the car parks on the northern side of the grape lab. If trucks and trailers are to be parked for extended periods, they should do so on the Southern side of Warehouse 10 (see map).

## Unloading at the crusher

Do not proceed to the crushing area unless directed by an appropriate staff member from HSFE.

**~ Viognier deliveries will only be accepted in 500kg, 2T or 4T grape bins ~**

When unloading your delivery, please stay within the immediate vicinity of your vehicle. Non HSFE personnel are under no circumstances allowed to enter designated hard-hat areas. Vehicle drivers must comply with operations requests from HSFE Vintage staff.

HSFE request that vehicle operators do not engage in unauthorised taking of photos or videos on our winery sites.

To reduce the hazards associated with mobile plant and loads, and to minimise the interaction of any person and mobile plant, please be aware of Exclusion Zones as detailed in below, while unloading at the crusher:

**Painted Exclusion Zone** – a permanent truck loading/ unloading zone with a painted orange exclusion zone (an area where mobile plant and a pedestrian cannot be at the same time) and a green driver safety zone.

**Temporary Exclusion Zone** - where cones are used to define the zones. If the areas are not able to be identified with any markings, no person may be any closer than 3 metres to a piece of active mobile plant.

# Deliveries to Angaston Winery

If there is a need to approach a piece of mobile plant, the following process must be followed.

**Pedestrians must:**

- a. Make eye contact with the driver and signal they would like to approach.
- b. Only approach the mobile plant once it has been deactivated as specified below.

**Mobile Plant driver must:**

- a. Place the load on the ground, or place forklift tines, onto ground.
- b. Turn off the mobile plant and apply the hand brake to ensure the plant is not operational.
- c. Only turn on the mobile plant once the pedestrian is removed (3 meters) from the mobile plant area or in a designated safe zone.

NOTE: this applies to all forms of mobile plant, not just forklifts.

**Painted Exclusion Zone  
- Truck Loading/Unloading**

**Exclusion zone (orange):** an area where a worker(s) and mobile plant cannot occupy the same space at any one time.

**Driver Safety Zone:** painted green, where the driver is required to be when forklift is loading or unloading.



When rinsing out trucks, only enough water will be used to wash the grapes from the vessel.

**Rinsing the outside of the vessel is not allowed.**

# Deliveries to Angaston Winery

## Tare Off

Movement of vehicles back to the weighbridge is as follows (see map):

- from Crusher 1 (White Northern crusher) via Warehouse 2 laneway
- from Crusher 2 (White middle crusher) via Main access through winery, or Warehouse 2 laneway
- from Crusher 3 (Red southern crusher) via Main access through winery

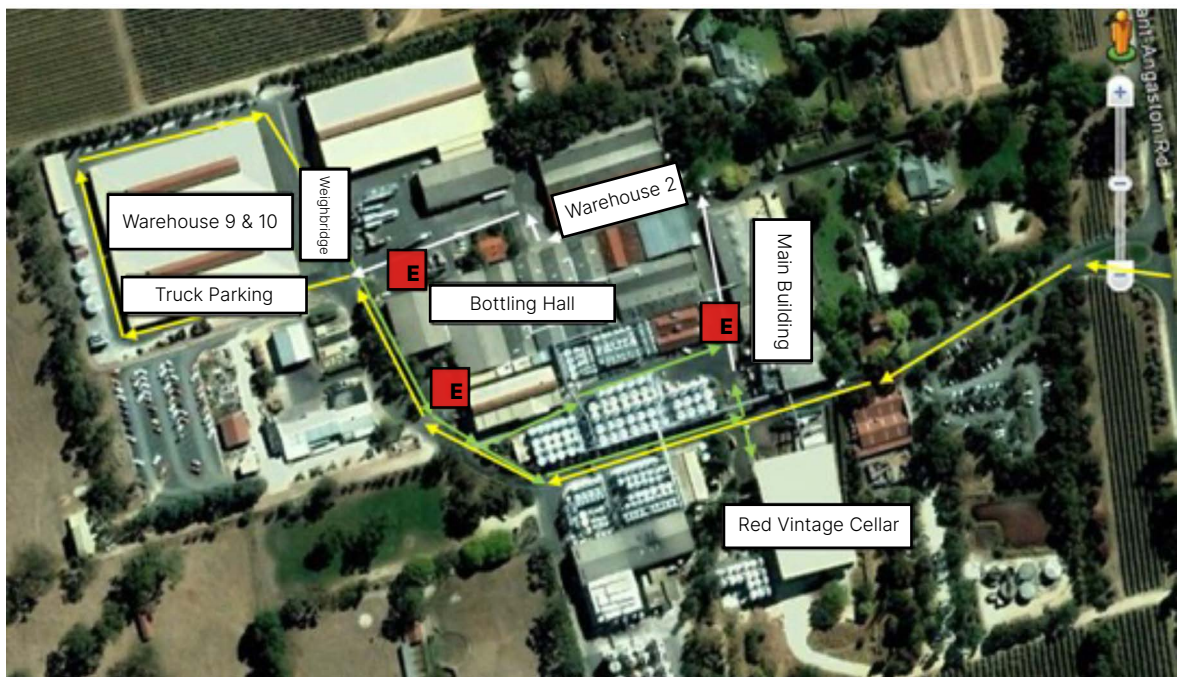
If using Crusher 1, trailers can be left next to Warehouse 2 in the laneway.

## Emergency evacuation

In the event of an emergency, an alarm will sound over the PA system, please go to the closest evacuation point ensuring it is safe. Please state your name to the warden of the area and remain in the area until all clear has been sounded and you have been advised that it is safe to re-enter the work area.

The assembly areas are (as shown in the map below):

- Front lawns
- White Crusher 2 – in between the lab and the main building
- Services area – near the engineer's workshop
- Weighbridge area – near bottling hall and loading bay.



**E** Emergency Evacuation Locations

# Deliveries to Oxford Landing Winery

## Entry

Enter from Pipeline Road via the Sturt Highway. The main entrance must be used for entering and exiting the winery premises. All drivers are reminded of the 20 km/hr speed limit that exists within the winery premises.

**~ If children are brought onsite with grape deliveries. They must always stay inside the vehicle. ~**

## Weighbridge

Please leave enough room so trucks exiting can get off the weighbridge, drivers must wait for signal (green light) before proceeding onto the bridge, drive onto the weighbridge platform off the main roadway.

**~ Drivers must remain in the vehicle while on the weighbridge, no drivers are to enter the weighbridge office any time. ~**

**~ Enclosed footwear and a Hi-Vis/ reflective jacket/ vest and a hard hat must be worn. ~**

## Grower parking

Park in the designated areas only. Trucks and trailers will be marshalled to specific locations if they are likely to be delayed.

## Unloading at the crusher

Do not proceed to the crushing area unless directed by an appropriate staff member from HSFE.

When unloading your delivery, please stay within the immediate vicinity of your vehicle. Vehicle drivers must comply with operational requests from HSFE staff.

To reduce the hazards associated with mobile plant and loads, and to minimise the interaction of any person and mobile plant, please be aware of vehicles moving around the crushing or marshalling area and do not approach vehicles unless they are stationary and deactivated.

HSFE request that vehicle operators do not engage in unauthorised taking of photos or videos on our winery sites.

**~ Viognier deliveries will only be accepted in 500kg, 2T or 4T grape bins ~**

## Tare off

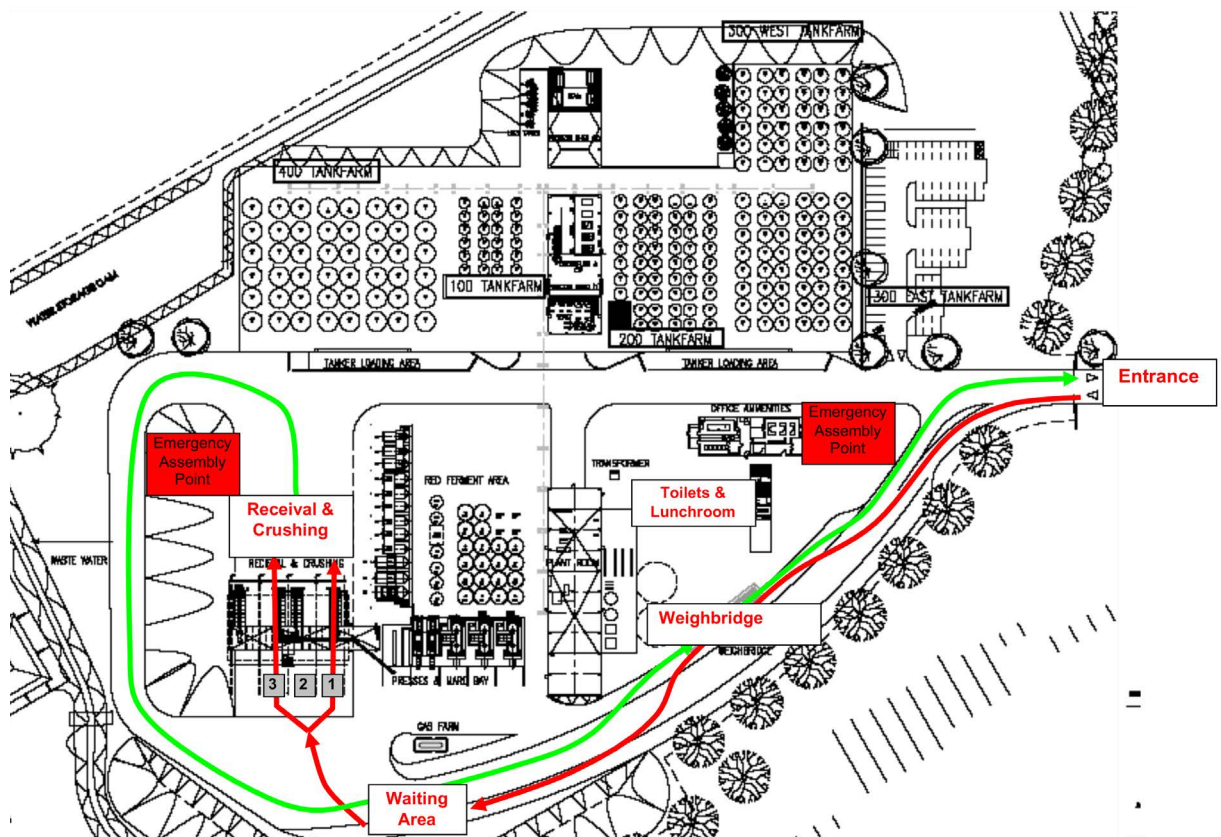
Movement of vehicles back to the weighbridge as shown in map on next page.



# Deliveries to Oxford Landing Winery

## Emergency Evacuation

In the event of an emergency evacuation, a **continuous alarm** will be sounded. Upon hearing the alarm, follow the instructions of a HSFE employee and evacuate the area, walk to the designated emergency assembly point. The Emergency Assembly Point is adjacent to the garden to the north of the admin building. An alternative Emergency Assembly Point is the garden area to the West of the crusher area; use this if it is unsafe to assemble near the admin building. This area is in the line of sight to the primary assembly area. On arrival to the assembly point, please report to the warden of the area. Please stay in the area until all clear has been sounded and you are advised it is safe to re-enter the work area.



# Maturity Assessment

The standards below do not apply to A grade blocks.

The varieties in the table below have the following Baume Standards (Baume Range and Cap).

Region	Grape	Variety	Baume Range	Baume Cap
All Other	Red	Cabernet Sauvignon	13.5 – 15.0	15.5
		Grenache	13.5 – 15.0	15.5
		Malbec	13.5 – 15.0	15.5
		Mataro	13.5 – 15.0	15.5
		Merlot	13.5 – 15.0	15.5
		Shiraz	13.5 – 15.0	15.5
		Tempranillo	13.5 – 15.0	15.5
		White	Chardonnay	11.5 – 14.0
	Muscat Varieties		11.0 – 13.0	13.5
	Pinot Gris		11.0 – 13.0	13.5
	Semillon		11.5 – 14.0	14.5
	Sauvignon Blanc		10.0 – 12.5	13.0
	Riesling/ Traminer Viognier		11.0 – 13.0 12.5 – 15.0	13.5 15.5
	Riverland & Murray Darling	Red	All red varieties*	13.0 – 14.5

\*Please note a minimum colour standard of 0.85 mg/ g anthocyanin applies

For all varieties, there is a maximum allowable tolerance of 0.5° Baume between the load maturity and the final maturity sample.

If this difference is greater than 0.5° Baume above or below and outside the Baume range, deductions will apply.

Except where the winery has given permission in writing to harvest; when raining; or in other circumstances where the grapes cannot be scheduled into the winery for logistical reasons, e.g., Winemakers Pick as described below.

If grapes fail to reach target Baume (for example due to high crop loads), HSFE has the right to reject these parcels.

If the actual Baume of the grapes at harvest differs from the specified Baume range for the relevant variety notified by the Company to the Grower prior to harvest the Target Price or the

Revised Target Price (as the case may be) will be adjusted as follows:

- for every 0.1° Baume above the specified Baume range, the relevant price will be increased by 1.25% up to the specified maximum Baume notified by the Company to the Grower prior to harvest.
- for every 0.1° Baume below the specified Baume range the relevant price will be decreased by 1.25%, except where the lower Baume results from a Winemaker's Pick.
- if the Baume is more than 2.0° Baume below the specified Baume range, the Company may reject the Grapes unless the lower Baume results from a Winemaker's Pick.
- in the case of a Winemaker's Pick, Baume deductions will only occur if the load sample is more than 0.5° Baume below the final maturity sample.

# Maturity Assessment

An approximate guide to the expected harvest maturities summarised below:

	Baume Range	TA	pH	Baume Cap
Sparkling	9.5 – 11.5	8.5 – 13.5	2.90 – 3.20	-
Dry White *	11.0 – 14.0	6.0 – 10.0	3.00 – 3.35	15.0
Dry Red *	13.0 – 15.0	6.0 – 10.0	3.30 – 3.60	16.0
Fortified	14+	5.0 – 10.0	3.00 – 3.80	-

Sometimes Winemakers Picks are necessary. This occurs when grapes destined for a particular product have desired specifications outside these ranges. In these cases, Baume deductions will only occur if the load sample is greater than 0.5° Baume below the final maturity sample and the load Baume is below the Baume Range.

# Quality control

## – MOG/ Defects/ Spoilage

These guidelines relate to MOG, Defects & Spoilage for all grapes delivered to HSFE. They define a process that determines the soundness of the grapes and details penalties for grapes that fall outside of the acceptable ranges. Each Grape load delivered to the processing winery will be evaluated for MOG Defects, Spoilage, and contamination.

Vineyards will also be assessed for Defects, Spoilage and contamination leading up to harvest by Company representatives.

MOG is defined as Material Other than Grapes, which would include items such as leaves, sticks, dirt, stones, water, pests, and foreign objects, etc.

Defects and potential resultant rejections are defined as any impairment to the physical condition of the grapes, which would include foreign grape varieties; uneven ripening; excessive load temperature; spoilage from moulds and rots; acetification; fermentation; oxidation; sunburn; and insect or bird damage.

MOG and Defects at elevated levels will result in a quality downgrade and may result in a payment penalty. The severity of the downgrade will be relative to the severity of the MOG and will be in line with the MOG standards as set out in the Australia Winegrape Load Assessment Visual Guide:

### Typical MOG Ratings

MOG Rating	Amount of MOG	MOG Outcome	Payment Penalty
0	None/ Very little	Benchmark	No Deduction
1	Low Level	Acceptable	No Deduction
2	Moderate	Warning	No Deduction
3	Considerable	Penalty	5% Deduction
4	Excessive	Penalty	10% Deduction
5	Enough to be damaging	Penalty or May Reject Load	20% Deduction

### Defect, Damage and Contamination

Spoilage that could render the grapes or resultant wine unsaleable, such as contamination with fuel, hydraulic oil, smoke taint or other taint or unauthorised chemicals, will result in rejection of grapes or load. The sum of all such damage and/or contamination should be below 3% of grape berries affected. If the damage and/or contamination is equal to or above 3%, the grapes from that block may be rejected.

# Quality control

## – MOG/ Defects/ Spoilage

### Smoke Taint

Assessed by sensory evaluation of the grapes, or by sensory evaluation in any wine derived from micro ferments made from the grapes.

- If at any time prior to harvest HSFE considers that any grapes in a block(s) could be affected by smoke taint, then HSFE may request or take samples of those grapes before harvest for small batch fermentation, sensory evaluation and/or laboratory analysis.
- HSFE will pay the costs associated with sample collection, small batch fermentation, sensory evaluation, and laboratory analysis, which shall be conducted prior to the anticipated harvest date for the subject grapes.
- All grapes from the relevant block(s) will be rejected by HSFE in the case where smoke taint is detected in the manner defined in the table below:

MOG Outcome	Assessed by	Grapes are rejected when:
Sensory analysis of wine produced from small batch fermentation of winemaker sampled grapes.	HSFE Winemakers	any smoke taint is detected
Laboratory analysis of smoke taint marker compounds volatiles, phenols, and phenolic glycosides in grapes and/ or in wine produced from small batch fermentation of the sampled grapes.	Independent Laboratory	The concentration of smoke taint marker compound/s are greater than the normal background level of such compounds for the subject variety

### Mould Affected Grapes

If grapes are affected by mould, including but not limited to Botrytis (including slip skin), Ripe Rot, Powdery Mildew, Downy Mildew, Aspergillus, Sooty Mould, Rhizopus, Penicillium, Bitter Rot & Sour Rot, the sum of all such affects should be below 3% of grape berries. If the affects are equal to or above 3%, the grapes may be rejected.

### Salt Contamination

We will be conducting ongoing tests to grape juice and wines for Salt Contamination due to recent events in downgrades and rejections of batches due to too high salt levels. Sodium in reds and whites less than or equal to 60mg/ Lt juice. Chloride in whites less than or equal to 500mg/ Lt juice. Chloride in reds less than or equal to 300mg/ Lt juice.

These salts impart an undesirable taste to wine, which means either that wine is not fit for purpose or it must be blended away into lower end use products. Should a high salt situation occur in your

vineyard there are several physical indicators that can be identified which can include but are not limited to burn and drying off around leaf margins, lower vigour, and in extreme cases complete leaf defoliation as well as elevated salt levels in juice chemical analysis. In addition, petiole/ soil analysis is another measure that can be used as an indicator of salt level.

Should any of these situations arise it is essential that discussions occur between the Grower and Winemaker prior to harvest so that a logical course of action can be taken. Please be aware that in cases where salinity levels are beyond our favoured chemical testing and Winemaker tasting levels, the grapes will not be fit for purpose and downgrade, or rejection will be discussed with the Grower.

### Oil Contamination

Please also ensure that your harvester contractor has insurance in the event of oil contamination.

## Sulphur additions

Not all grapes require the addition of sulphur (PMS) at harvest. Rates will be forwarded to you prior to vintage and are indicated on your booking docket.

For both machine and hand harvested grapes, apply sulphur evenly throughout the grapes as they are being picked into each bin/gondola. The best method of application is to dissolve sulphur in a small amount of water and pour into the bin/gondola at the commencement, during and after the bin/gondola is filled with grapes.

# Payment Terms & Industry Levies

## **Terms of Payment**

The following outlines the accepted payment schedule as defined in Australian Grape & Wine "The Code of Conduct for Australian Winegrape Purchases."

Growers will receive three payments in total.

- Approximately one third of the total amount owing will be paid no later than the end of the month following the month of delivery.
- Approximately one third of the total amount owing will be paid no later than 30 June.
- The remaining balance of the total amount owing will be paid no later than 30 September.

## **Wine Industry Levies**

HSFE will deduct levies from your grape payments as required by federal legislation, including the Grape Research Levy. Other state-based or wine region-based levies will also be deducted as determined by your property location.

HILL-SMITH  
FAMILY ESTATES

HSE