



2023 Distillers South Australia Conference

Friday 27 October 2023, Riverbank Room 5, Adelaide Convention Centre

8:30AM

REGISTRATION AND COFFEE

9:10AM



WELCOME AND INTRODUCTION

MC - Ali Lockwood, Executive Officer, Distillers South Australia

With thirty years of experience across the beverage and food sectors in South Australia, nationally and internationally, Distillers South Australia Executive Officer Ali will be your MC for the day.

9:15AM

OPENING ADDRESS

Honourable Justin Hanson, Member of the Legislative Council

9:25AM



NATIONAL AND STATE UPDATE

George Georgiadis, President Distillers South Australia and Managing Director, Never Never Distilling Co.

Paul McLeay, CEO Australian Distillers

Hear from George and Paul for the latest updates in the distilling world in South Australia and nationally that is relevant to your business.



10:10AM

FROM LOCAL TO GLOBAL: AN EXPORT VISION FOR DISTILLERS SA

Najib Lawand, Founding Director, Export Connect

Oujan Paad, Business & Project Executive, Export Connect

With support from the Department for Trade and Investment, Distillers South Australia have commissioned Export Connect to develop an export strategy. Hear about the strategy including market prioritisation, research findings, competitor data, trade interviews and more.



10:40AM

EXPORTING AUSTRALIAN GIN TO SINGAPORE: OUR JOURNEY

Adam Carpenter, CEO/Bootlegger, Prohibition Liquor Co.

A frank and informative account of distribution to Singapore and beyond, with all its highs and lows, the wins and losses, lessons learned, and some of the fun had along the way... in one of Asia's most influential markets.



11AM

MORNING TEA

11:20AM



PERFORMANCE AND INSIGHTS OF THE SPIRITS CATEGORY IN NATIONAL RETAIL

Sophie Went, Business Category Manager – Spirits & RTDs, Coles Liquor

Sophie will provide an insight into the sales performance and customer behaviours within the evolving spirits category across national convenience and big box retail in the Australian market.

12:10PM



GLOBAL PACKAGING TRENDS AND DESIGNING FOR SUSTAINABILITY

Kate Moser, Marketing Manager CCL Labels

David Russ, Key Account Manager CCL Labels

Join David and Kate from CCL Label for insights into the latest trends in packaging, including alternative formats and closed loop programs, to engaging with consumers on the topic of sustainability.

12:25PM



BENCHMARKING OF SOUTH AUSTRALIAN GIN STYLES

Neil Scrimgeour, Business Development Manager, Affinity Labs

Neil will summarise a recent gin benchmarking study conducted by Affinity Labs, including iconic South Australian products alongside market leading global gin brands including extensive chemical and sensory profiling information, allowing distillers to understand stylistic differences and key compounds that influence consumer perception and enjoyment.

12:55PM

LUNCH

1:55PM



BOOSTING SUSTAINABILITY FOR SOUTH AUSTRALIAN DISTILLERS

Vince O'Brien, Director and Principal Consultant, Colby Phillips

“I’m green and it’ll be fine, its beautiful and I think it’s what I want to be” Kermit the Frog. Vince will provide details of why South Australian food and beverage producers are building sustainability credentials, what it means to you. Vince will also introduce the Green Industries SA funded project and explain why this is important for our industry.

2:20PM



ASSET AND OPERATIONAL RISK MANAGEMENT – FINDINGS FOR BEST PRACTICE AND INSURANCE OUTCOMES

Glenn Threaplton, Risk Engineer

Glenn will present upon risks associated with the manufacture, packaging and distribution of distilled products, hazards identified during site visits, risk mitigation strategies for these identified risks, a snapshot of the industry risk profile and how to identify, remove, mitigate, and transfer risk.

2:40PM



EFFICIENCY AND SUSTAINABILITY AS PART OF DISTILLERY DESIGN

Gregor Warren, Senior Process Engineer and Distillery Development, M.E Engineering

Distilling by its nature is an energy intensive process. However, from the small start-up to the larger distillery there are opportunities to build sustainable, energy efficient distilleries that will save on running costs and allow the industry to compete on a national and international level.

3:15PM

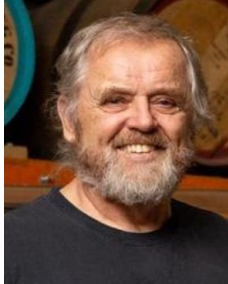


LIQUOR LICENSING OBLIGATIONS – I AM COMPLIANT, AREN'T I?

Ben Allen, Partner, Wallmans Lawyers

South Australian Liquor Licensing can be a little confusing. It is important to make sure that you have the right liquor licence for your business model and even more importantly that the licence conditions are suitable for your business. Ben will identify some of the key issues for consideration and provide some tips as to how to avoid some of the pitfalls that licensees can encounter, especially distillers operating under the Liquor Production and Sales Licence or Packaged Liquor Sales Licence.

3:35PM



SAFETY UPDATE

Ian Schmidt, Managing Director of Tin Shed Distilling and Chair of the Australian Distillers Safety Project Group

In addition to his day job, Ian is also the Chair of the ADA Safety Group Project and will provide an update on National and State safety initiatives.

3:50PM

AFTERNOON TEA

4:10PM



SA TOURISM – IN PURSUIT OF MEANING

Marianthi Livaditis, General Manager, Marketing and Creatives Services at the South Australian Tourism Commission

Marianthi will present on the current visitor economy and brand health along with SATC's future brand ambition that pursues a meaning and sense of place. She will also share the strategic approach for both domestic and international markets and how distillers can amplify the SA brand and add meaning to it.

4:45PM



STU GREGOR – UNLEASHED

Stu Gregor, Former distilling icon now struggling for relevance

Stuart Gregor is co-founder of Four Pillars gin. He lived the dream for a decade building his brand and business and then lived the bigger dream by selling it to Lion.

5:25PM

WRAP UP

George Georgiadis, President Distillers South Australia

5:30PM

SUNDOWNER

Each attending Distillers South Australia member is invited to bring a bottle and enjoy a drink at the end of the day. Mixers provided by Fever-Tree.

6:30PM

CLOSE

The Distillers South Australia Conference is proudly sponsored by the Department of Primary Industries and Regions:



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of South Australia**

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**Distillers South Australia acknowledges support from Green Industries SA
and the Department for Trade and Investment**

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**The Distillers South Australia Conference timings and presenters may be subject to change*