



# BI Daaglik - BI Daily

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## *Consumer Countries/Markets*

### **UK: On-trade sector confidence dips to two-year low**

Business confidence among the leaders of Britain's pub and restaurant groups has taken a hit amid fears about the long-term impact of Brexit, pushing market optimism to its lowest ebb for two years, according to the latest quarterly Survey from CGA. The survey, published in association with hospitality technology specialist Fourth, indicates that fewer than a third (30%) of industry bosses are currently optimistic about prospects for the general market- down 9 percentage points on the last survey three months ago. The figure is the lowest since November 2017, and the joint lowest since the EU Referendum of June 2016.

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## *Global Trends - Wine Industry Key Elements*

### **Gen X holds more potential in alcohol than millennials**

Most food and beverage categories direct their marketing strategy toward millennials and the upcoming Gen Z generations, largely disregarding everyone older than 40. Experts say it's the wrong move.

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### **Is wine in a can a fad or a trend we all need to take seriously?**

2019-08-22 By Richard Siddle

It's typical of the wine industry that when a potentially new, breakthrough, dynamic and, wait for it, potentially popular wine trend comes along then the sector immediately starts arguing with itself. Split between those who want to jump on board and do all they can to make this new opportunity work, and those who sit back and throw peanuts from the over populated wine trade gallery. Prosecco anyone? Pinot Grigio?

So it is with wine cans. Or wine in a can. Or the best or worst thing to happen in wine for years depending on which side of the glass half full, glass half empty debate you are on.

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## *Major Wine Producing Countries*

### **Australia: ACCC releases final report for Winegrape Market Study**

The Australian Competition & Consumer Commission (ACCC) released its final report of its Winegrape Market Study on September 24th, with ten recommendations to "improve the efficiency and fairness" of winegrape markets in Australia's warm climate grapegrowing regions, noting that several recommendations would benefit the entire Australian wine industry.

The immediate reactions from the wine industry have been mixed, with Australian Grape & Wine

(AGW) “concerned the recommendations will create more problems than solutions” and that they will “threaten the long-term viability of businesses along the wine supply chain”; while Riverina Winegrape Growers (RWG) supports the majority of the recommendations, calling them “a significant step in the right direction” for local growers.

The ACCC has recommended all winemakers phase out long-term payment periods in their contracts with growers, and that large winemakers make payment within 30 days of grape delivery. In addition, the commission recommends all winemakers should review their standard form contracts with growers to ensure they do not include other terms likely to be unfair, according to the legal standard.

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### **US Wine Still Seeking Respect in Europe**

Despite monumental tastings, competitions, and positive changes in winemaking philosophy, Europeans still can't seem to fully wrap their heads around American wine. Even with the rise of high-quality producers in California, Oregon, Washington, and other American growing regions, the same negative stereotypes seem to prevail. So the question remains – in the mind of the European consumer, will American wines ever really be "as good" as those produced closer to home?

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