

Winery Benchmarker



Benchmark your winery performance

Companies can use Winery Benchmarker to:

- ▶ benchmark overall winery performance;
- ▶ benchmark performance of unit operations;
- ▶ identify opportunities for performance improvement; and
- ▶ compare operational performance over several vintages.



Winery Benchmarker differentiates between:

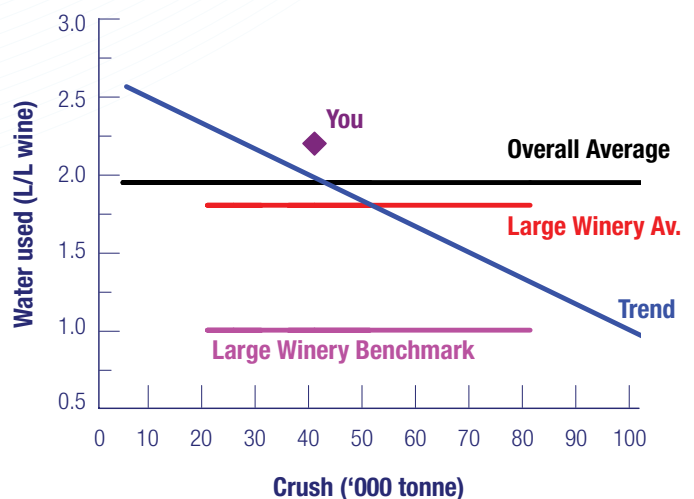
- ▶ premium and commercial winemaking;
- ▶ red and white wine;
- ▶ location of winery; and
- ▶ scale of operation.

A winery can compare against:

- ▶ wineries of same or similar size;
- ▶ premium or commercial wines;
- ▶ red and white winemaking; and
- ▶ region.

Metrics used in Winery Benchmarker include:

- ▶ Global metrics. For example:
 - ▶ finished wine per tonne crushed;
 - ▶ energy use per tonne crushed;
 - ▶ water consumed per litre of finished wine;
 - ▶ labour utilisation; and
 - ▶ cost of maintenance against fixed asset cost.
- ▶ Unit operation metrics. For example:
 - ▶ press yield;
 - ▶ refrigeration energy;
 - ▶ recovery from clarification;
 - ▶ product losses during filling;
 - ▶ stock turnover; and
 - ▶ water use efficiency.





Benchmarked operations

Unit operations benchmarked are:

- Crushing
- Pressing
- Fermentation
- Clarification
- Stabilisation
- De-alcoholising
- Maturation
- Bottling
- Warehousing
- Utilities

Metrics

The metrics were developed by the first group of participants in the benchmarking project.

The full list of metrics can be downloaded from www.benchmark.com.au.

A reduced selection of 15 metrics allows boutique sized wineries to participate.

The global metrics used include:

- litres of finished wine per tonne crushed
- energy consumption per tonne crushed
- water used per litre of finished wine
- person-hours per tonne crushed
- wastewater load per tonne crushed
- product output per tonne crushed
- efficiency of bulk wine transfers
- analysis person-hours per tonne crushed
- cost of maintenance versus fixed asset cost

Examples of unit operation metrics include:

- person-hours per tonne throughput*
- water used per tonne throughput*
- percent downtime of scheduled use*
- unplanned maintenance downtime*
- average unit operation throughput*
- marc produced per tonne crushed
- ferment duration
- fermentation losses
- evaporation losses during maturation
- bottling losses
- bottling line changeover efficiency
- refrigeration energy per tonne crushed

* Metric used for several unit operations, eg. person hrs/t crushed

Interactive internet portal

An interactive website allows participants to select applicable wine classes and unit operations, provides input templates and generates metrics.

Web based templates are then used to capture winery data that form the basis of calculations.

Benefits for participants

Wineries will be able to measure their process efficiencies for a range of inputs and outputs including capital investment, materials, labour, and energy, as well as water, waste and by-product generation.

The benchmarking service will allow wineries to:

- compare performance against their peers;
- rapidly identify process improvements;
- readily implement solutions;
- identify poor performance; and
- implement cost savings.

Strict confidentiality of all data is maintained.

Fees

The 2010 fee for subscribing to Benchmark is based on winery size.

>200,000 tonne crush	\$13,000 in year 1	\$5,250 per year thereafter
80,000 to 199,999 t	\$10,500 in year 1	\$3,650 per year thereafter
20,000 to 79,999 t	\$7,800 in year 1	\$2,600 per year thereafter
5,000 to 19,999 t	\$4,700 in year 1	\$1,550 per year thereafter
500 to 4,999 t	\$3,100 in year 1	\$950 per year thereafter
< 499 t	\$1,550 in year 1	\$470 per year thereafter

All prices are exclusive of GST and subject to change without notification.

For more information please register your interest at
www.benchmark.com.au