

# The formation of a new National Wine Law Group

**Grope Hamilton Lawyers announce the formation of their formal Wine Law Group, set up specifically to provide Wine Sector legal services nationally.**

The new national Wine Law Group is headed up by the firm's Managing Partner, and long time wine industry stalwart, Mark Hamilton.

"Although I have practiced in Wine Sector legal matters for two decades and been involved in the wine industry all my life, I'm pleased that we have gathered our team members with Wine Sector experience into a formalised group to focus on providing a national service," said Mark Hamilton.

"As a group, we claim that our wine law credentials are unsurpassed by any law firm and I look forward to offering our Wine Sector legal services for the benefit of clients all across Australia.

Anyway, our new National Wine Law Group is certainly ready to flex its extensive experience and expertise to provide solutions to matters and issues across this dynamic industry."



**Mark Hamilton**  
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Mark Hamilton's strategy was innovative and effective. The way Mark approached our particular dispute was to create enough doubt in the mind of the receiver of the distributor that they tended to take Mark's advice over that of their own lawyers. //

*Peter Schulz, Proprietor, Turkey Flat Vineyards, Barossa Valley*



## The Wine Sector lawyers who can help your business

Being in the wine industry sector, you're no doubt always looking for ways to give your business an edge; always on the lookout for a new resource that will add value to your business, and always seeking to control costs.

Mark Hamilton, who heads Grope Hamilton Lawyers' new National Wine Law Group, is a strategically insightful commercial lawyer with an amazing depth of experience in the wine industry. He was born into the wine industry, was a director of a major wine company at 21, set up his own law firm at 30 and has practiced extensively since as a commercial lawyer on a large variety of wine sector matters.

## We know what you're thinking: 'this is going to cost'

Well, it may be the opposite. Mark Hamilton's Wine Law team may help you reduce your legal costs in many wine related matters. A boutique commercial firm of around 20 people, it's big enough to handle most things but not too big for costs to easily get out of control. Also, one of Grope Hamilton Lawyers' mantras is cost efficiency.

In addition, while the service is national, the firm is based in Adelaide, so charge out rates compare favourably with many large Adelaide firms and firms in other states.

But where you may save money the most is in time, and of course, time is money in professional services. Brief Mark on your issue at hand and he can hit the ground running in most matters. He generally won't need extensive time to get up to speed as he knows the industry, has deep personal business experience in the sector and understands its peculiar ways and foibles. He may even shed a business insight along the way.

**GROPE HAMILTON LAWYERS**

## A snapshot of the Wine Law Group's practice areas

- General commercial Wine Sector legal advice
- Wine Sector business disputes and litigation
- Wine Sector commercial transactions including:
  - acquisition and disposal of wineries and vineyards
  - leasing of wineries and vineyards
  - distribution and agency agreements
  - grape supply, processing and bottling contracts
- Wine Sector debt collection
- Wine Sector employment contracts and issues
- Environmental issues and preventions involving winery waste
- Wine brand protection including securing intellectual property rights and enforcement by court action
- Liquor licensing and wine export licences
- Occupational health and safety
- Export and overseas markets including China wine business
- Trade protection including packaging issues

“As much as I hate to admit it, Mark Hamilton knows more about the wine industry than I do. He would be a brilliant asset to any wine-related business.”

*Dennis Davies, Manager,  
Craneford Wines, Barossa Valley.*



### The benefits of having Mark Hamilton's Wine Law Group on your side

#### Mark has impressive wine industry knowledge

Mark comes from South Australia's first wine family dynasty, was a director of what was then Australia's sixth largest wine group of companies at age 21 and now runs his own wine growing and bulk wine selling operation, Hamilton's Ewell Vineyards, with interests across the Barossa Valley, Eden Valley, Wattonbully and the Lower Murray. (Read more on Mark's life long experience in the wine industry on the back page.)

#### Mark's industry clout is well recognised

Mark has contributed to *Australian & New Zealand Grapegrower & Winemaker* magazine, *Australian Vignerons Magazine* and has written regular wine columns and reviews

for the *Law Society Bulletin*. His articles cover a broad range of legal issues affecting the industry. You'll find a full list of those articles as well as directions on where to find them on the last page.



*Mark Hamilton pictured next to South Australia's oldest surviving remnant grapevines, planted by the Hamilton family at 'Ewell' Glenelg in 1837.*

#### What you see is what you get

Your case will not be "hand balled" to an associate who needs to put in a lot of hours just to understand what the issue is. Mark will work on your case throughout and if an associate is needed, Mark will control and direct them. In land related transactions Mark will bring on his gun property and

finance partner, Lorenzo Mazzocchetti (see his profile opposite). Lorenzo is a walking encyclopaedia of land transactions and a former solicitor to the Registrar General of Lands in South Australia. Together they make a formidable team on related land and finance transactions.

#### Conflicts of interest

There are very few wine lawyers in Australia with true industry knowledge so they tend to act for many wineries. You may have encountered a situation where your lawyer can't act for you as they've acted for the other party involved. Mark Hamilton and his team open up another resource to solve these frustrating legal dilemmas.

## Mark Hamilton's Wine Industry Articles, Insights and Alerts

Visit [www.gropehamiltonlawyers.com.au/areas/winelaw.aspx](http://www.gropehamiltonlawyers.com.au/areas/winelaw.aspx) to read all these articles:

- Developing Brand Equity
- Protecting Your Brand
- The Bull Fight - Protecting Your Wine Brand
- Virtual Wine Brand Growth
- Internet Trade Mark Infringement
- Contract Winemaking Pitfalls
- Australian Wine Industry Spray Risk
- Australian Wine Exports at Spray Risk
- Effective Debt Collection for Wineries 1
- Effective Debt Collection For Wineries 2
- Retention of Title Clauses
- Asset Rich, Cash Poor - Fundraising Options
- Distribution Contract Compensation Clauses
- The Laughing Magpie 2004
- Wine Industry Legal Risks
- Wine Industry Legal Risks 2005
- Industry Growth At The Crossroads
- Wineries Strive To Keep Balance
- Deceptive Trends Can Play Tricks on Reality
- Industry Eyes Watch for Bottom of Cycle



### Nick Baldock

**T**enacious, knowledgeable all-round corporate and commercial lawyer.

Partner Nick Baldock's life is neither enhanced nor burdened - depending on your viewpoint - with ownership of any wine industry assets, but he has acted for years for a number of long term sector participants based here in Australia as well as the US. Nick is a great all-around commercial lawyer who deftly handles transactions and disputes and will work tenaciously in your best interests.



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## PROFILE

# Meet some of the Group

## Lorenzo Mazzocchetti Commercial Partner

**Lorenzo Mazzocchetti's property knowledge is unsurpassed in Adelaide.**

With highly developed strategic skills, he takes a hands on approach to proactively provide commercially realistic legal solutions and assist clients to manage risk, build value and to negotiate, document and complete a variety of commercial transactions. He advises owners on property acquisitions and joint venture arrangements through to drafting infrastructure, construction and service agreements, leasing and general commercial documentation. Lorenzo conducted due diligence and completed the acquisition of Seppeltsfield, Australia's best known fortified wine business and historic winery and vineyards. In his broader practice, Lorenzo advises on property leasing, banking and finance law, environment and planning, liquor licensing issues and risk management.



**Lorenzo Mazzocchetti**

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### Jim Bidstrup

**D**oyen conveyancer, long term grape grower.

Our doyen conveyancer Jim Bidstrup is a long term grape grower at Clare so he understands the industry challenges and foibles at grass roots level if you'll excuse the pun. A lover of big red wines, Jim almost certainly holds the record for the longest serving member of a wine club in Adelaide, and has acted for numerous land related wine industry transactions. You'd be mad not to mine his exceptional knowledge for your business.



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## Why wine flows through Mark's tenacious veins

**M**ark is the sixth lineal descendant of Englishman Richard Hamilton who arrived in Adelaide in 1837, established Hamilton's Ewell Vineyards at 'Ewell' at Glenelg, planted the infant colony of South Australia's first commercial vineyard in winter 1838 and made South Australia's first commercial wine in 1841.

International and domestic success followed and Hamilton's Ewell Moselle was Australia's biggest selling wine from the 1920s to the 80s, selling over 350,000 cases annually. (So well known, Australia's leading wine writer of the 1970s, Mr John Langton, commented; "If you were not weaned on it, then you were probably conceived on it.")

At just four years of age, Mark 'joined' the company, ably assisting his father Robert in managing the Melbourne operations during school holidays. Later on he spent his weekends scouring the length and depths of Hamilton's main winery at Glenelg, while his father worked as Managing Director of the company.

At 21, Mark became a director of what was then Australia's sixth largest wine group of companies. But seven years later Mark's dream to be the sixth direct generation to take over the reins was crushed when the company was sold to emerging giant Mildara Wines (now part of Treasury Wine Estates) in 1979. He then watched his family's wine labels dismantled through 'rationalisation' and the company deregistered.

Fortuitously his father bought the Eden Valley winery and vineyard back from Mildara Blass in 1982. Inspired by this development, Mark, by then Managing Partner of Grope Hamilton Lawyers, regained the Hamilton's Ewell Vineyards tradename and trademarks and bought the operations from his father in 1993. Mark set about purchasing and planting other vineyards in the Barossa Valley, Lower Murray, and Wrattenbully in the south east of South Australia while continuing to practice law and build Grope Hamilton Lawyers.

*Mark Hamilton with his father Robert Hamilton at the historic 1858 Stonegarden Winery at Eden Valley in 2012*



“They're a tenacious and long-lived lot, the Hamiltons. You wouldn't need an especially active imagination to persuade yourself that the Hamilton family has wine, not blood, flowing through its veins.”



### **James Halliday**

*The Weekend Australian  
January 20-21, 2001*

*(Halliday was referring to Mark Hamilton's efforts at re-establishing Hamilton's Ewell Vineyards)*

### **Contact Mark Hamilton**

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