

# De Bortoli Winery Case Study



- Established by Vittorio and Giuseppina De Bortoli in 1928
- Member of the "First Families of Wines" association
- 4 winery locations throughout VIC and NSW, Australia
- Over 32 wine brands, 3 beers
- Exporting to more than 70 countries









#### • 1393 De Bortoli Rd, Bilbul NSW 2680, Australia





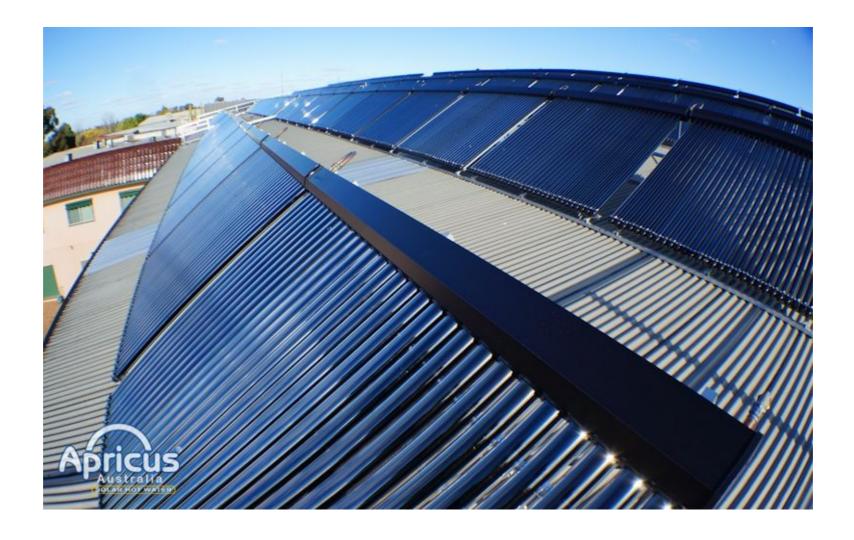


• Hot water for the bottle line and wash down



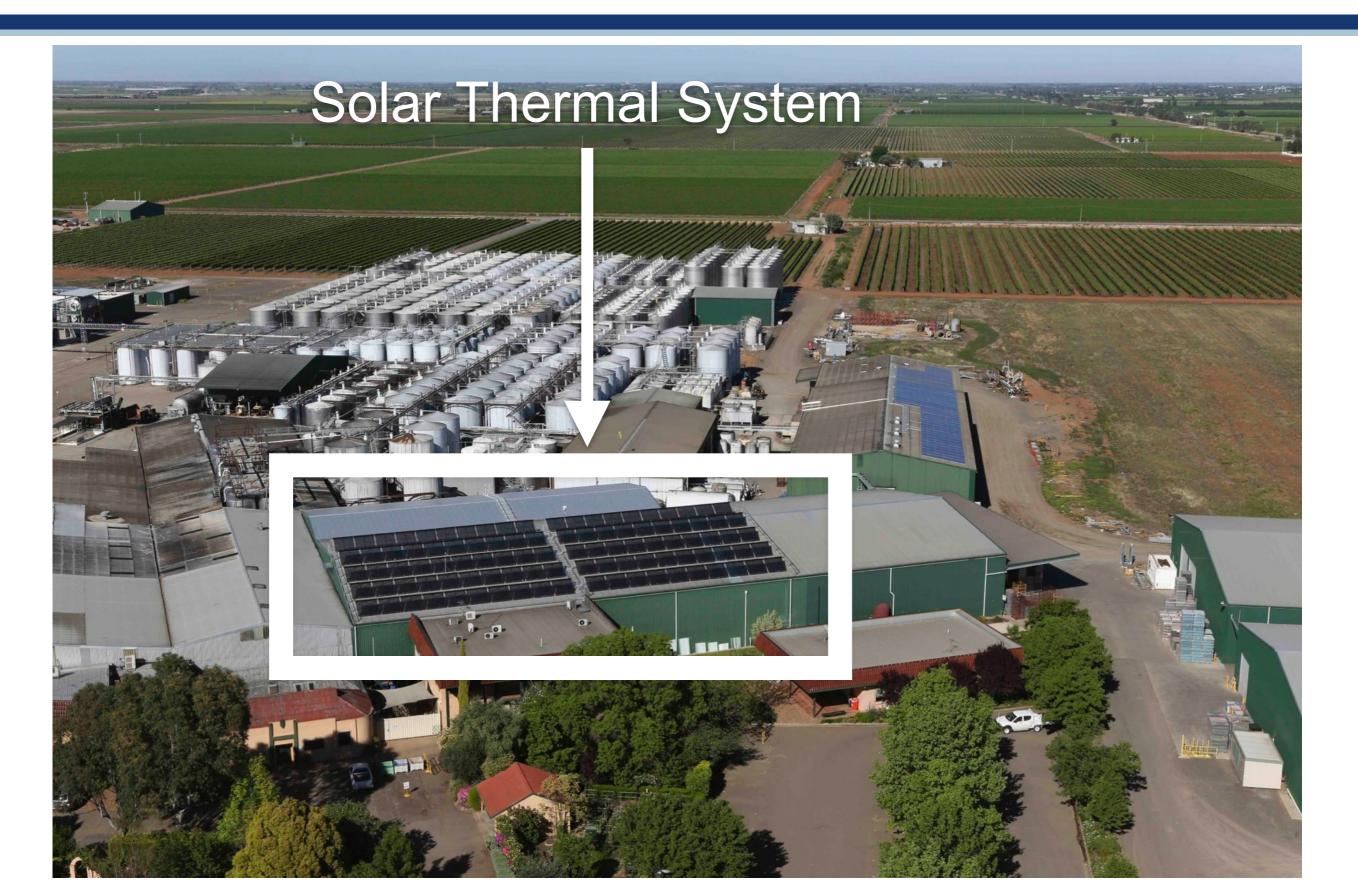


- 100 x Apricus 30 tube solar collectors
- System sized to provide 12,000L / 3,200 gal per day at 95°C / 185°F



#### Solar Collectors







- ~200 kW (682,000 Btu/h) peak output
- Annual output ~450MWh / 1,530 mill Btu
- Offsetting 17,000 therms of gas (using 90% efficient boiler)



## Hot Water Storage & Backup



- 2 x 6,000L (1,600gal) stainless steel solar hot water storage tanks
- Solar provides pre-heated hot water to 3 x 350kW / 1.2 mill Btu high efficiency condensing boilers

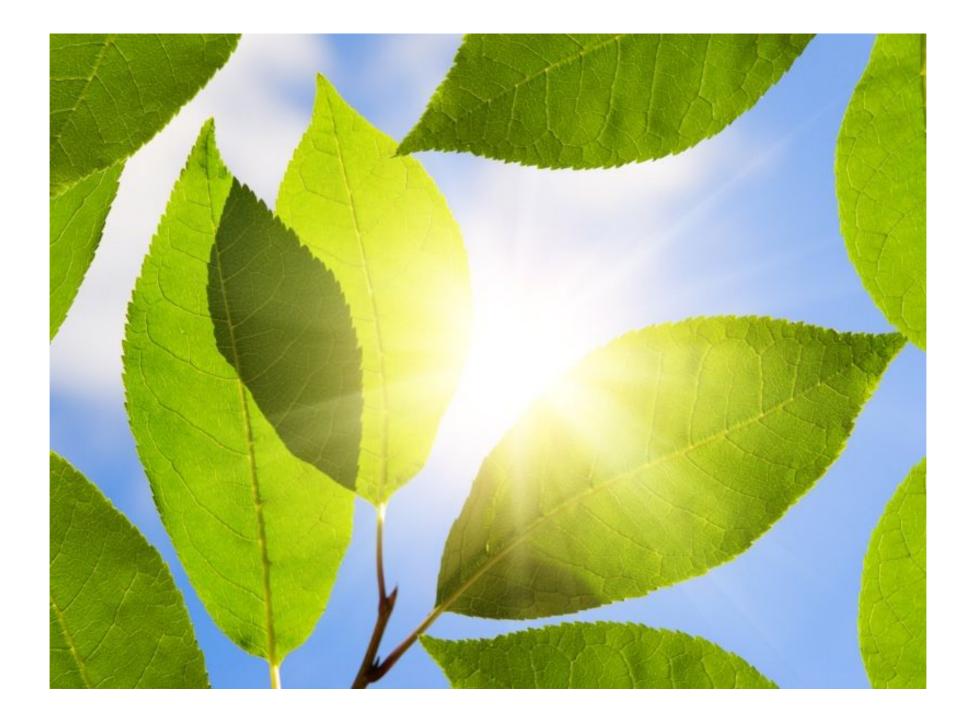




## Environmental Savings



~100,000 kg / 220,000 lbs CO<sub>2</sub> emissions offset per year



## Financial Savings



- On track for 4 year payback
- Savings growing over time with gas price increases



#### Award for Project





Solar hot water company Apricus Australia has been honoured with an environmental award at the 2013 Wine Industry Suppliers Australia's (WISA) Supplier of the Year Awards.

The awards aim to recognise excellence in supply and manufacturing within the Australian wine industry.

#### Social Media Awards



#### De Bortoli Wines Wins Best Presence in Social media at the Australian Drinks Awards

0 Comments



We're so excited for our good friends at De Bortoli, who just won Best Presence in Social media – Wine at the Australian Drinks Awards.

After countless hours of tweeting, posting, blogging and conversing, De Bortoli Wines have been acknowledged as one of the most influential wine companies in the social space in Australia, receiving the award for 'Best Presence in Social Media' in the wine category at the Australian Drinks Awards.

The Australian Drinks Awards recognise excellence across several categories in the liquor industry. The



award for Best Presence in Social Media – Wine is judged by an expert panel who evaluate the volume, sentiment and dispersion of key messages across more than 185 million sites. De Bortoli accepted the illustrious award at a ceremony held in Sydney on 4 September, 2013.

#### System Photos





