

## Terms with Kysela Père et Fils, LTD. by Market Type

1. Virginia – C.O.D.- Immediate payment/no terms
2. Washington D.C. – 30 days from date of invoice
3. Maryland
  - **List week** – 45 day terms from date of invoice
  - **Non-List week** – 30 day terms from date of invoice
4. National Accounts: First order is prepaid. Subsequent orders have terms of 30 days from date of departure from the Winchester warehouse (FOB VA). Direct shipments have terms of 60 days from date of departure from the winery/brewery.
5. National Accounts - Containerized cargo: 90 days from date of departure from port for shipments from Australia, Austria, Chile, France, Germany, Italy, New Zealand, Portugal, and Spain. Full assorted containers from Calatayud, Argentina, and South Africa have terms of 120 days from date of departure.
6. Prepayment – 3% discount from invoice

Broken Case Charge: .10 cents per bottle charge on broken cases

Returns: Products received may be returned within thirty days, provided product is in sound condition, unless defective at the time of delivery.

## Prices are subject to change without notice

Local Delivery (VA, DC and MD): Free delivery to local accounts on orders above \$150.00

## National Delivery:

### Freight Rates, Effective June 1<sup>st</sup>, 2011

- Jandell Deliveries: \$3.50/9-liter case
- Alabama: \$4.50/9-liter case
- Alaska: N/A
- Arizona: N/A
- Arkansas: N/A
- California: N/A
- Colorado: \$6.50/9-liter case
- Connecticut: \$4.50/9-liter case
- Delaware: \$4.50/9-liter case
- District of Columbia: free delivery
- Florida: \$5.50/9-liter case
- Georgia: \$4.50/9-liter case
- Hawaii: N/A
- Idaho: N/A
- Illinois: \$4.50/9-liter case
- Indiana: \$4.50/9-liter case
- Iowa: \$5.50/9-liter case
- Kansas: \$5.50/9-liter case
- Kentucky: \$4.50/9-liter case
- Louisiana: \$5.50/9-liter case
- Maine: \$5.50/9-liter case
- Maryland: free delivery
- Massachusetts: \$4.50/9-liter case
- Michigan: \$4.50/9-liter case
- Minnesota: \$5.50/9-liter case
- Mississippi: N/A
- Missouri: \$5.50/9-liter case
- Montana: N/A
- Nebraska: N/A
- Nevada: N/A
- New Hampshire: N/A
- New Jersey (Western Carriers & Fond du Lac): \$2.00/9-liter case
- New Mexico: N/A
- New York: \$4.50/9-liter case
- North Carolina: \$4.50/9-liter case
- North Dakota: N/A
- Ohio: \$4.50/9-liter case
- Oklahoma: \$5.50/9-liter case
- Oregon: N/A
- Pennsylvania: \$4.50/9-liter case
- Rhode Island: \$4.50/9-liter case
- South Carolina: \$4.50/9-liter case
- South Dakota: \$6.50/9-liter case
- Tennessee: \$4.50/9-liter case
- Texas: \$5.50/9-liter case
- Utah: N/A
- Vermont: \$4.50/9-liter case
- Virginia: free delivery
- Washington: N/A
- West Virginia: \$1.00/9-liter case
- Wisconsin: \$4.50/9-liter case
- Wyoming: N/A