

## 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)
5. National Accounts - Containerized cargo: 90 days from date of departure of container, except full assorted Calatayud containers from Spain: 120 days D.O.D. and 2% in samples
6. Prepayment – 3% discount from invoice

Local Delivery: Free delivery to local accounts on orders above \$150.00 or 3 cases

National Delivery: Delivery to National accounts is \$4.50 per 9-liter case unless otherwise noted:

- Florida, Louisiana, Maine \$5.50 per 9-liter case
- Osbourne Trucking \$1.00 per 9-liter case
- Western Carriers \$1.00 per 9-liter case
- Fond du Lac \$1.00 per 9-liter case
- J.W. Sieg \$1.00 per 9-liter case

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**