

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

1. Virginia – C.O.D.- Immediate payment/no terms
2. Washington D.C. – 15 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
  - FOB VA orders: First order is prepaid. Subsequent orders have payment terms of 30 days from date of departure from the Winchester warehouse (FOB VA). The initial prepaid order will receive a discount of 3%, and subsequent FOB VA wine orders receive a 2% sampling discount, unless otherwise stated (no sampling discount on beer orders).
  - Domestic winery-direct orders: Domestic winery-direct shipments have terms of 60 days from date of departure from the winery, and domestic brewery-direct shipments have terms of 30 days from date of departure from the brewery.
  - Containerized cargo: payment terms are 60 days from date of departure from port for shipments from France. Payment terms are 90 days from date of departure from port for shipments from Australia, Austria, Chile, 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. Any DI-related freight charges billed by KPF have 30 day terms.

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.

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

National Delivery:

| <u>State/Destination</u>                              | <u>Price per 9-liter case (effective 7/18/16)</u> |
|---|---|
| Alabama   | \$4.73  |
| Alaska  | N/A   |
| Arizona   | N/A   |
| Arkansas  | N/A   |
| California  | N/A   |
| Colorado  | \$6.83  |
| Connecticut   | \$4.73  |
| DC  | Free for deliveries over \$150                    |
| Delaware  | \$4.73  |
| Florida   | \$5.78  |
| Georgia   | \$4.73  |
| Hawaii  | N/A   |
| Idaho   | N/A   |
| Illinois  | \$4.73  |
| Indiana   | \$4.73  |
| Iowa  | \$5.78  |
| Jandell   | \$3.68  |
| Kansas  | \$5.78  |
| Kentucky  | \$4.73  |
| Louisiana   | \$5.78  |
| Maine   | \$5.78  |
| Maryland  | Free for deliveries over \$150                    |
| Massachusetts   | \$4.73  |
| Michigan  | \$4.73  |
| Minnesota   | \$5.78  |
| Mississippi (excludes State Control Board)            | \$4.73  |
| Missouri  | \$5.78  |
| Montana   | N/A   |
| Nebraska  | N/A   |
| Nevada  | N/A   |
| New Hampshire   | \$4.73  |
| New Jersey (Western Carriers and Fond du Lac Storage) | \$2.63  |
| New Mexico  | N/A   |
| New York  | \$4.73  |
| North Carolina  | \$4.73  |
| North Dakota  | N/A   |
| Ohio  | \$4.73  |
| Oklahoma  | \$5.78  |
| Oregon  | N/A   |
| Pennsylvania  | \$4.73  |
| Rhode Island  | \$4.73  |
| South Carolina  | \$4.73  |
| South Dakota  | \$6.83  |
| Tennessee   | \$4.73  |
| Texas   | \$6.00  |
| Utah  | N/A   |

|                  |                                |
|------------------|--------------------------------|
| Vermont          | \$4.73                         |
| Virginia         | Free for deliveries over \$150 |
| Washington State | N/A                            |
| West Virginia    | \$1.05                         |
| Wisconsin        | \$4.73                         |
| Wyoming          | N/A                            |

Prices are subject to change without notice