

Adelaide Hills Vine Improvement Inc

30th April 2012

Dear Valued Customer,

Adelaide Hills Vine Improvement Inc.(AHVII) has been supplying hardwood material to growers and the industry since 1993 and we would like to welcome you to the 2012 season. The Adelaide Hills region has had good spring rain, and source block inspections have shown that the vines are well balanced and in good condition, hence the cutting material will be of the highest quality.

Attached is a copy of AHVII'S 2012 cutting order form, Varieties and Clones available and Conditions of Sale. Please ensure that you read all information provided, (particularly Annexure 1 and 2) complete and return signed and dated order forms to AHVII by the 31st May, 2012. Please note priority will be given to orders received on or before this date and a deposit is paid, if orders exceed stock availability. A deposit of 33% is mandatory upon confirmation of your order, unless otherwise agreed. Incomplete or unsigned order forms cannot be accepted and may be returned for your completion. All orders and subsequent changes to orders will be confirmed, **NB: if confirmation is not received from us we did not receive your order/change.**

The rootstock trials of Chardonnay and Pinot Gris, and the extensive Sauvignon Blanc trial, commencing 2009 are ongoing with berry size, bunch and pruning weight data currently being collected and analysed the results will be available later in 2012, keep an eye on the website for updates.

Due to the demand for Grüner Veltliner within the Adelaide Hills Wine Region there will be no material available until 2013. However, commencing 2013 we should be in a position to supply reasonable quantities of Grüner Veltliner material. Three clones of Grüner Veltliner will be available, I would strongly recommend that if you want this material for 2013 you advise AHVII of your interest as soon as possible.

You will note from our cutting order form Adelaide Hills Vine Improvement Inc. particularly specializes in the much sought after cool climate varieties such as Sauvignon Blanc, Pinot Gris, Pinot Noir, Saperavi, Carmenere we also have many other varieties such as Sangiovese, Shiraz and Cabernet Sauvignon.

We are aware that often our material is used for field or bench grafting purposes, so please talk to us about any special requirements you may have. Please contact David Coleman our Operations Manager on 0422 644 825 or davide@adelaidehillsvineimprovement.org

Yours faithfully,

Prue Henschke
Chair, Adelaide Hills Vine Improvement Inc.

SOURCE BLOCK CLASS

“A” CLASS - (Blue Labels)

- An ‘A’ Class Source Block’s clonal identity can be verified with an audit trail back to germplasm to 2002 and an audit trail to SAVII Nursery after 2002.
- ‘A’ Class Source Blocks are established with generation 1 or 2 vine material, to maintain genetic stability.
- ‘A’ Class cutting material is harvested from a generation 1 or 2 ‘A’ Class Source Block and complies with * VINA Accreditation Scheme procedures.
- ‘A’ Class Source Block procedure is audited annually by independent auditors to maintain integrity and compliance with the VINA QAS procedures.
- Virus status: Starting in 2004, randomly selected vines from the ‘A’ Class Source Blocks have been sampled and ELISA tested as per VINA QAS procedures. The ELISA results must be negative for Leaf roll Type 1 and 3 for the Source Block to maintain Certification status.

“B” CLASS - (Yellow Labels)

- A ‘B’ Class Source Block may have been established with vine material 3 or more generations removed from germplasm and therefore does not qualify for certification.
- AHVII notifies the purchaser that ‘B’ Class Source Blocks **may not** have been virus tested to VINA QAS procedures. ‘B’ Class source blocks however, have been virus tested to an extent. It is suggested that the purchaser enquires as to the extent of the virus testing on particular ‘B’ Class material. It should be noted that cuttings from ‘B’ Class source blocks have a greater danger of disease, virus or defect than ‘A’ Class material.
- ‘B’ Class source blocks have usually had ampelographic inspections– ask for details.
- ‘B’ Class source blocks may also not have a complete paper trail as to the origins of the material that the cuttings are taken from.

It is AHVII’s policy to provide the **best available** material. In some instances “A” Class material may not be available or orders may exceed “A” Class availability. In this event “B” Class material will be supplied as standard practice. If this procedure is **not** acceptable please state clearly on your order form “A” Class or contact AHVII immediately. Please note this may restrict AHVII’s ability to supply your requirements.

*VINA: Vine Industry Nursery Association.

Cutting Collection and Labeling

Cuttings are harvested from Source Blocks from June through to early August. Cuttings are tied into bundles of 100. Each bundle is tagged with a colour coded label according to its Source Block class. The label identifies the Variety, Clone and Source Block Number. Bundled cuttings are collected daily, from Source Blocks and delivered to the Depot for soakage and processing to order requirements. To assist in traceability purchasers are urged to keep record of the AHVII source block number (AH then usually 3 digits) which is on the tag on each bundle.

Depot Packaging and Processing

Cuttings are collected from the block and hydrated daily. The hydration process is carried out according to VINA specifications. Should your individual requirements differ to this process please notify us at the time of ordering and ensure that you have this special requirement acknowledged. Cutting material is packaged to order in plastic bags with hydrated hessian. This packaging protects cuttings from dehydration and physical damage during transport. Each package has an individual **stock note** attached or delivery docket if picked up. This identifies the customer, contents and indicates all treatments applied to this material.

The customer is notified when orders are ready to be collected. As AHVII has limited cold storage facilities on site, however arrangements can be made for cuttings to go into off-site cold storage, in this instance charges will apply, the facilities used are of the highest quality but all cold storage is at the purchaser’s risk. AHVII will not be responsible for the deterioration of cutting material left for extended periods. Customers do this entirely at their own risk.

Despatch

AHVII will undertake despatch as per the customer's instructions. Failure to collect cuttings as arranged will attract a handling fee. AHVII will not be responsible for any deterioration of cuttings resulting from failure to collect cuttings as arranged.

Freight Pickup

If you are unable to pick up your material in person, please indicate your preferred freight carrier and delivery address on the order form. If you are going to make your own freight arrangements please supply details on your order form.

AHVII will then be able to make the necessary freight arrangements to deliver your material. We will notify you of the expected delivery date.

Freight charges are additional to all other costs, and payable by the purchaser.

Interstate Orders

Most states require a pre shipment approval for the introduction of grapevine material.

Please check with your local Department of Agriculture for the current regulations applicable to your area. To avoid despatch delays that may result in additional storage fees, a copy of your pre-shipment approval should be sent to AHVII, ASAP.

A Plant Health Inspection fee will apply for each consignment despatched.

Cold Storage Service (C/S)

AHVII can assist in arranging cold storage, however all risk and associated costs are the responsibility of the customer

ANNEXURE 2.

PRODUCT DESCRIPTION

NOTE: Great care is taken by AHVII to ensure a consistently high quality product is supplied. However, changing seasonal and differing source block conditions beyond our control may result in performance variations of the product.

The measurements listed below are provided as a guide not a guarantee.

Diameters are measured just below top bud.

VINIFERA CUTTINGS

Planting Standard (STD)

Length > 300 mm – nearly straight

Diameter range 6mm to 12mm

Minimum of 4 buds (including base bud)

STD material is suitable for rootling production.

Thin Grade

Length >400mm

Diameter range 3mm to 5mm

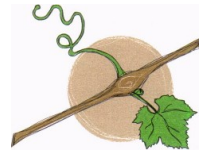
Minimum 3 usable buds

Thin grade material should be discussed by purchaser with AHVII as due to variety and seasonal conditions thin grade may be more expensive than standard grade.

Please discuss with us any specifications you may have that do not conform to the above. Any variations must be confirmed in writing with AHVII and may require a price variation.

Grafting Material

As nurseries and field grafters requirements vary it would be best for you to discuss your grafting requirements with AHVII's Operations Manager (David Coleman). When your requirements are finalized, the specifications need to be confirmed in writing.



Adelaide Hills Vine Improvement Inc



**Adelaide Hills Vine Improvement Inc
CUTTINGS ORDER FORM 2012
Order Closing Date: 31 May 2012**

Administration & General Enquiries: David Coleman
C/-Box 38
Kangarilla SA 5157
Ph.:0422 644 825
Fax: 08 8383 7532
Email: davidc@adelaidehillsvineimprovement.org

Please see attached for list of varieties and clones available.

Variety	Clone	Number of Cuttings Required	Estimated allocation (office use only)	Cold Storage Required Y/N

Note: Cuttings can be produced to customer specifications. Please ring to discuss.

Conditions of Sale:

FREIGHT

I require AHVII to arrange freight to.....
.....

With (Name of Carrier).....and I agree to pay all associated freight costs

Or please quote my a/c number when booking pick up:

INTERSTATE CUSTOMERS MAY REQUIRE PRE-SHIPMENT APPROVAL

Please forward approval to AHVII obtained from your local Department of Agriculture. AHVII will then arrange a Plant Health Certificate as required

CONDITIONS OF SALE

DISEASE

- 1.1 AHVII hereby notifies the purchaser that certification of this product is reliant upon diagnostics provided by third parties. Certification is only reliable to the extent that such diagnostics are accurate. **AHVII does not guarantee or warrant that the product is free of disease, virus or defect.** The purchaser purchases the A Class product at its own risk.
- 1.2 AHVII and the purchaser agree that **AHVII has not represented the product as free of disease, virus or defect** and that no liability extends to AHVII by virtue of its certification. The purchaser purchases the product at its own risk.
- 1.3 AHVII and the purchaser agree that on occasion vine material may have naturally occurring latent defects that the committee can not prevent or detect that may affect the product performance. Consequently **AHVII cannot guarantee or warrant the soundness, quality or performance of the product.**

QUALITY

- 2.1 AHVII and the purchaser agree it is the purchaser's obligation to inspect all material upon delivery or notification of its allocation to cold storage.
The purchaser agrees to notify AHVII in writing of any unacceptable quality or short delivery within 5 days of delivery or notification of its allocation to cold storage.
- 2.2 Subject to claim being verified, AHVII agrees to replace cuttings that are not true to variety when advised in writing within twelve (12) months of delivery. It may be necessary to wait until the following planting season for replacement cuttings.
- 2.3 In the event that 'A' class material is unavailable and the purchaser has not specified otherwise on their order form, the purchaser agrees to accept 'B' Class material.
- 2.4 The purchaser acknowledges that seasonal and Source Block conditions beyond AHVII'S control may impact on product performance therefore AHVII cannot guarantee or warrant the soundness quality or performance of the product.

TREATMENTS & SERVICES

- 3.1 The purchaser agrees to take delivery of material within 2 days of being notified it is ready for despatch and agrees to pay all applicable cold storage and handling charges in the event that pick up is not effected within 2 days.
- 3.2 The purchaser agrees that all AHVII cold storage services are provided entirely at the purchaser's risk and expense.
- 3.3 The purchaser acknowledges that it is their responsibility to arrange any necessary pre shipment approvals and agrees to pay for all applicable plant health inspection fees.
- 3.4 The purchaser acknowledges the freight operator is not a common carrier and the purchaser will therefore bear the risk of loss or damage whilst the goods are in transit.
- 3.5 The purchaser agrees to pay all applicable freight costs.

PAYMENT TERMS

- 4.1 The purchaser acknowledges that cancellation cannot be accepted by AHVII after cuttings have been harvested from Source Blocks for their order. The purchaser agrees to pay in full for the material even though it may no longer be required, unless AHVII can find an alternative purchaser at the same price.
- 4.2 Payment is expected on collection of cuttings unless otherwise arranged.
- 4.3 **AHVII requires that you pay a deposit after confirmation of your order to secure same. Such deposit will not be greater than thirty three per cent (33%).** Deposits paid will be refunded if your order is cancelled before it is cut, or if an alternate purchaser can be found at the same price. Pro rata refunds will apply if there is a supply shortfall and the deposit is greater than the final purchase price of your total order.
- 4.4 Outstanding accounts are all accounts that are not paid within the terms of 4.2 above.
- 4.5 Interest shall be charged on outstanding accounts at current bank overdraft rates, plus two per cent (2%) per month.
- 4.6 All goods remain the property of AHVII until payment is received in full.

VINIFERA CUTTING PRICES

- 5.1 Price of vinifera cuttings (planting standard) will be .42c per stick ex gst. (i.e. per bundles of 100, \$46.20 per bundle incl. gst.)
- 5.2 Where vinifera material is required for grafting, we will endeavor to keep the price the same as 5.1 above, however this will depend upon your requirements and the degree of selection needed to obtain the cuttings.
- 5.3 Prices for Viognier and Pinot Noir 777 will determined once we have leaf fall and the vines can be properly inspected, these varieties/clones require specialist treatment in cutting and prices may need to be adjusted accordingly.

I agree to purchase the material ordered under these terms and conditions including Annexure 2.

I specifically acknowledge that the material may be infected by disease, virus or defect as specified in the covering letter and Annexure 1.

Signature of Purchaser..... Date.....

** I/we have read and accepted the terms and conditions of this contract*

Name/Company

Contact Person:.....

Postal Address:

Post Code.....

e-mail.....

Phone.....Mobile.....Fax.....

Confirmation of Receipt of this Order

Signature of AHVII representative:.....

Date / /

Contact: David Coleman, Mobile 0422 644 825