

Adelaide Hills Vine Improvement Inc

1st May 2017

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 2017 season. Source block inspections have shown that the vines are in very good condition and canopies are healthy, probably in due in part to last winter being wet.

Attached is a copy of AHVII'S 2017 Cutting Order Form with the Varieties and Clones Available and Conditions of Sale. Please ensure that you read all information provided (particularly Annexure 1 and 2) and complete your order, returning signed and dated order forms to AHVII by **31st May, 2017**.

Please note priority will be given to orders with a paid deposit received on or before this date, 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 you do not receive confirmation of your order, please check that we have received your order or any consequent alterations you may have discussed verbally.

Orders via email can be accepted only if the email includes the wording "I/WE have read & accept AHVII's Terms and Conditions of SALE contained on the official ORDER FORM & CONDITIONS of SALE"

You will note from our cutting order form AHVII specializes in the much sought after cool climate varieties such as Grüner Veltliner, Sauvignon Blanc, Pinot Gris, Pinot Noir. We also have many other varieties such as Sangiovese, Shiraz and Cabernet Sauvignon.

In 2010 AHVII imported 3 clones of Tempranillo (RJ 43, Provedo 25, Provedo 8) 2 clones of Graciano (RJ 117 & RJ 58) and an old variety which is going through something of a revival in Rioja, Maturana Tinta , a spicy dark red variety with a late budburst but maturation is after Shiraz but before Cabernet Sauvignon with medium to high acidity and high colour intensity due to elevated levels of anthocyanins. Preference for this material will be given to Adelaide Hills Wine Region growers.

AHVII has obtained material which has been DNA tested as Grenache. It is obviously not Noir or Blanc, the fruit has been inspected by international experts and it is believed to be Gris. Limited amounts of this material will be available this year. Trial wine has been made from both the Maturana and the Grenache Gris and should be available for tasting in July / August 2017.

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.

ANNEXURE 1.

SOURCE BLOCK INFORMATION

“A” CLASS - (Blue Labels)

- ‘A’ Class Source Block procedures are audited annually by independent auditors to maintain integrity and compliance with the VINA QAS procedures.
- Vitis vinifera material planted in these blocks has been propagated from material held in DPI collections, CSIRO collection or imported by Vine Improvement and/or growers associated with Vine Improvement. The Source Blocks are planted under Vine Improvement supervision.
- Virus status: Starting in 2004, randomly selected vines from the ‘A’ Class Source Blocks have been tested by Waite Diagnostics, University of Adelaide. Initially ELISA testing was used but since 2012, the 13A PCR test has been used. Results must be negative for Leaf roll Type 1 and 3 and also Grape Vine Virus A for the Source Block to maintain “A” status.
- Source Blocks have had an ampelographic inspection for trueness-to-type by an external ampelographer.

“B” CLASS - (Yellow Labels)

- “B” Class Blocks are used when there is no “A” material available.
- “B” Class Blocks are established by growers with commercially available material which may have come from “A” Class Blocks. Please request the block’s history.
- Planting of “B” Class Blocks has usually not been supervised by Vine Improvement.
- “B” Class Blocks are the same as “A” Class in all other respects.

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.

VIRUS POLICY

AHVII is in the process of developing a new approach to virus testing, along with other Vine Improvement groups and nurseries. This is in line with the new Australian Standard 5588 Grapevine Propagation Material (2013). This will be done on a three year rotational basis using the 13A test. AHVII will use Waite Diagnostics for this purpose, as we have in the past.

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 washing 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. Please note that sometimes one variety/clone may come from more than one Source Block.

Depot Packaging and Processing

Cuttings are collected from the block and washed with fresh water daily. The washing 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 packed into cardboard boxes and shrink-wrapped. 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.

Arrangements can be made for cuttings to go into off-site cold storage and, 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.

Dispatch

AHVII will dispatch the order 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. 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 biosecurity approval for the introduction of grapevine material into their state.

Please check with your local Department of Agriculture for the current biosecurity regulations applicable to your area.

To avoid dispatch delays that may result in additional storage fees, a copy of your pre-shipment approval should be sent to AHVII, as soon as possible.

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

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

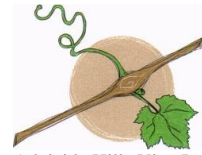
Minimum of 3 usable buds

Thin grade material should be discussed by purchaser with AHVII as variety and seasonal conditions may result in cuttings being 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 2014**

Order Closing Date: 31 May 2014

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 |
|---------|-------|-----------------------------|--|---------------------------|
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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 BIOSECURITY 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 his/her 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 his/her own risk.
- 1.3 AHVII and the purchaser agree that on occasion vine material may have naturally occurring latent defects that the committee cannot 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 a 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 that it is ready for dispatch 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 receipt of the cuttings unless otherwise arranged.
- 4.3 **AHVII requires that you pay a deposit after confirmation of your order to secure same. The 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 *Vitis vinifera* cuttings (Standard) will be 48 c per stick ex GST (i.e. \$52.80 per bundle of 100 cuttings incl.GST) Grüner Veltliner cuttings will be sold at \$1.20 per cutting plus GST. The New Clones of Tempranillo, Graciano and Matura Tinta de Naverette 55c per stick plus GST.
- 5.2 Where *Vitis 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.

**I agree to purchase the material ordered under the terms and conditions listed above (including Annexures 1 and 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