

2016 PLATEAU PRICING

Intent to Purchase Consent Form

I _____ (Grower Name), _____ (Grower Number) acknowledge that
 _____ (Processor Name), _____ (Processor Number) has agreed to
 purchase grapes (see appendix 1) at the 2016 Plateau Pricing. The parties agree to the following
 principles set forth by the GGO, WCO and WGAO under the “2016 Pricing Agreement” and this “Intent
 to Purchase Consent Form” is to be filed with the GGO by August 19th, 2016 for contracted growers:

- Plateau pricing of \$1,225.00 per tonne for Chardonnay and Riesling.
- Plateau pricing of \$1,320.00 per tonne for Cabernet Franc and Cabernet Sauvignon.
- The processor must inform the grower which blocks are to be allocated to Plateau Pricing as soon as possible to allow for appropriate vineyard management shifts. (see appendix 1)
- Blocks allocated to Plateau Pricing are subject to the following tonnage restrictions:

Riesling	11 tonnes per acre
Chardonnay	11 tonnes per acre
Cabernet Sauvignon	10 tonnes per acre
Cabernet Franc	10 tonnes per acre

- All tonnage purchased at the “Plateau Pricing” will be used to calculate the processor’s varietal Plateau Pricing Company Average.
- The following brix thresholds (in brackets), apply to the Plateau Pricing Company Average:

Riesling	16.8 - (18.4)
Chardonnay	18.6 - (20.4)
Cabernet Sauvignon	18.3 - (20.9)
Cabernet Franc	18.9 - (20.9)

- Processors who exceed the plateau pricing brix threshold on total plateau purchases, by varietal, will be required to compensate all growers that are included in the company average calculation, by variety; at the processors’ “new” exceeded weighted company average. The price per tonne compensation to growers on a varietal basis will follow the regular 2016 brix schedule.
- A consent form must be signed before plateau pricing can be selected on the weigh bill.

Long-term Contracted Grower

Short-term Contracted Grower

 (Grower Name: Print)

 (Processor Name: Print)

 (Grower Signature)

 (Processor Signature)

 (Date)

 (Date)

Consent Forms for <u>contracted growers</u> must be filed with the GGO by August 19th, 2016.
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Appendix 1 - Block Allocation

CHARDONNAY

Vineyard ID	Vineyard Name	Block ID	Block Name

CABERNET FRANC

Vineyard ID	Vineyard Name	Block ID	Block Name

CABERNET SAUVIGNON

Vineyard ID	Vineyard Name	Block ID	Block Name

RIESLING

Vineyard ID	Vineyard Name	Block ID	Block Name

(Grower Name: Print)

(Processor Name: Print)

(Grower Signature)

(Processor Signature)

(Date)

(Date)