

PLATEAU PRICING

2017 - 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 Plateau Pricing. The parties agree to the following principles set
 forth by the GGO, WCO and WGAO under the current Pricing Agreement” and this “Intent to Purchase
 Consent Form” is to be filed with the GGO by September 1st of this year 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 brix schedule for the current year.
- A consent form must be signed before plateau pricing can be selected on the weigh bill.

***Items are subject to change after 2017 grape price arbitration.**

Long-term Contracted Grower

Short-term Contracted Grower

 (Grower Name: Print)

 (Processor Name: Print)

 (Grower Signature)

 (Processor Signature)

 (Date)

 (Date)

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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)