



DALLA TERRA SALES CONDITIONS

Terms

Sales ex-Napa:	30 days
Sales DI from Italy:	60 days from date of invoice East
	75 days from date of invoice West

Late Payments

No wine from any winery will be shipped to customers that have any overdue invoices, even for other wineries' wines,

Discounts

Please inquire about specific 1-on10 offers, full container discounts and prepayment discounts. All exist, but vary from winery to winery.

Samples

Included on all orders that placed, either ex-CA or ex-Italy, are FREE samples either in the form of FREE wine or a CASH discount. Colibuono gives 1% free on each order, all wines. The other wineries give 2% but not on allocated items.

Billbacks

It is very cumbersome for us to handle billbacks to Italy as you can well imagine. Therefore our distributors have agreed with the wineries **NOT** to bill back for **samples, tastings, winelist printing, corked bottles, breakage, spoilage, etc.** Our total contribution for these items is covered by the free samples given with each order. This has always been our policy and simplifies greatly the accounting.

50 -50 Policy

COST SPLITTING POLICY FOR TRADE EVENTS and PRODUCER MARKET VISITS.

We would like to confirm with you our national policy of dividing with our distributors 50/50 the expenses of any trade events we do. As you know, we work on low margins and pass along the savings and better prices to our distributors/customers. We look at our distributors as our partners and feel from both an economic and philosophical point of view that they should share in the cost of such events. *This is for costs other than the samples, lunch, dinner, etc.* Clearly, the budget for each event needs to be preapproved.

Examples of trade events:

- A producer coming in from Italy and doing a tasting.
- A producer, or producers, coming in and doing (a luncheon) for the Trade. The cost where multiple DT producers share an event is divided equally among the producers and the distributor. A lunch with 2 producers would be divided 1/3 each with the distributor.
- A preconfirmed Dalla Terra presentation to trade

Trade Events

Trade Events: The Sample Allowance is intended to cover samples for Trade Events as well. Any deviation from this will need to be approved in advance by Dalla Terra's National Sales Manager.

Donations

Donations: All requests for participation in any charitable event must be submitted in writing in advance. All donation requests must be approved by Brian Larky. Donations from the winery will be confirmed in writing, though almost all such events are of a regional nature and expected to be covered under our blanket sample policy of free goods given with each order.

COLLECTIONS

Upon acceptance of the wines listed on this invoice, Buyer agrees to pay all monies by the due date stated on this invoice. Upon any failure to pay by the due date, Buyer agrees to pay interest of 1 1/2 % per month on the outstanding balance as well as all collection fees, including reasonable attorney fees and costs relating to Seller's efforts to collect any unpaid balance related to Buyer's Account.