



INTRODUCTORY RATE CARD - MANAGED CELLARAGE

INDUSTRY LEADERS

At Wine Ark each customer's wine is bar-coded and kept together in a single location within our secure & climate controlled cellars. State-of-the-art systems are used to protect, preserve and manage your collection including regular stock takes and 3rd party audits. To keep your costs down, partially full cases are consolidated as they are placed into storage. For added peace of mind and ultimate convenience, all of the wine held in Wine Ark's Managed Cellars is automatically insured for its full replacement value.

MANAGED CELLARAGE

To celebrate the National expansion of our business, Wine Ark is offering customers in Adelaide, Brisbane, Melbourne & Perth a range of introductory benefits. To take advantage of these discounts you'll need to open your account and place your wine into our Managed Cellars before the 31st December 2008.

FREE 1st PICK UP

Wine Ark offers all new customers a complimentary pick up. Any number of cases up to a maximum of 20km from our managed cellarage sites.

STORAGE FEES (including insurance)

For safety reasons, a limit of 12 x 750ml or 6 x 1500ml bottles per case applies.

# Cases Held	Members	Intro rate*
1 to 49	\$2.95	\$2.50
50 to 99	\$2.75	\$2.25
100 to 199	\$2.50	\$2.00
200+	\$2.00	\$1.50
Loose bottles / magnums	\$1.50	\$1.00
Oversized / special items	\$3.75	\$3.25

HANDLING FEE / BOTTLE

\$0.50*

Includes:

- handling into storage
- cataloguing & condition report
- updating your online inventory

The handling fee also applies to case consolidations.

WINE TRADING FEES

12.5% commission rate

Buy & sell wine online via our cellar management system.

LATE PAYMENT FEE

\$10 / month / invoice

Applies to invoices not settled by the due date.

This can easily be avoided using our Set & Forget payment service.

CELLAR PACKING SERVICE

\$0.50 / bottle

Wine Ark also offers a professional cellar packing service.

PACKING MATERIALS

Cardboard laydown / transit cases

6 bottle	\$3.00 each
12 bottle	\$6.00 each

Polystyrene transit cases

6 bottle	\$12.00 each
12 bottle	\$24.00 each

PALLET SERVICES

Monthly hire (CHEP)	\$5.00 / pallet
Move on / off truck	\$10.00 / pallet
Strap up ready for shipment	\$10.00 / pallet

DELIVERY CHARGES

METRO DELIVERY SERVICE

Wine Ark offers its managed cellarage customers a door to door climate controlled delivery service.

Load Size	# Cases	Cost / load
Minimum	1 to 5	\$30
¼ Van	6 to 15	\$75
½ Van	16 to 30	\$150
Full Van	31 to 60	\$250

INTERCITY DELIVERY SERVICE

Wine Ark uses third party couriers to complete single case & intercity deliveries. Delivery times vary from city to city. To minimise the risk of damage, we highly recommend that intercity deliveries are repacked into transit cases.

Destinations

From	ADL	BNE	CBR	MLB	SYD	PTH
ADL	\$10	\$35	\$30	\$25	\$25	\$35
BNE	\$30	\$10	\$25	\$30	\$25	\$45
CBR	\$30	\$25	\$10	\$25	\$15	\$35
MLB	\$25	\$30	\$25	\$10	\$25	\$35
SYD	\$30	\$25	\$25	\$25	\$12	\$35
PTH	\$35	\$45	\$35	\$35	\$35	\$10

ALL OTHER DELIVERIES

Cost + 20%

Insurance available on request.

TRANSIT INSURANCE

The rates shown above include \$250 transit insurance per case. Additional insurance can be arranged upon request.

CELLARCLUB MEMBERSHIP PROGRAM

ABOUT THE PROGRAM

Wine Ark's CELLARCLUB provides busy people with a convenient way to buy collectable wine. Unlike 'mixed dozen' wine clubs, there is no obligation to buy. Instead members simply select from the wines presented at our monthly tastings, wine dinners or in our regular email offers.

The annual membership program starts in January each year. Membership fees are paid annually in advance, and are adjusted on a pro-rata basis for those joining later in the year. For most people, the cost of membership is quickly recovered in savings made in both buying & storing wine.

ANNUAL MEMBERSHIP FEE

INCLUDED (Normally \$75)

All rates shown include GST.

* Unless otherwise advised, the introductory rates shown will remain fixed until 1st January 2010. No further discounts or offers may be used in conjunction with this rate card.