

2017/01/04

Dear

We are delighted to have select brands from your portfolio listed on our wine menu.

We charge one listing fee annually per wine, but you will be billed twice per annum in conjunction with our menu roll outs. The annual fee will be split up between the two menu roll outs, as we do not want to bill once and in the second roll out one of your wines may be removed due to poor sales.

For 2016/2017, each wine listing will be billed at R5000.00 excl. vat for bottle listing and R10 000 excl. vat for pouring by the glass listing. Each year the annual fee will increase by 10%.

We have structured the contributions as follows:

- 1) December menu contribution will be billed at R2500.00 excl. vat for bottle and R5000.00 excl. vat for glass option. The remaining monies owed will be billed with the next menu roll out in early 2017.

#### BREAKDOWN OF COSTS:

DESCRIPTION	DECEMBER	MAY
Wine Menu by bottle (2 wines@R5000 excl. vat)	R5000 excl. vat	R5000 excl. vat (TBC)
Total	R5000 excl. vat	R5000 excl. vat

Kindly confirm if you are satisfied with the structure of billing and I will arrange for invoices to be supplied.  
Kind Regards,

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