

Re: Samples for China

From: "Daryl Maguire <daryl.maguire@parliament.nsw.gov.au>"
<daryl.maguire@parliament.nsw.gov.au>

To: andrew@bertonvineyards.com.au

Date: Mon, 28 May 2012 17:30:06 +1000

G'day Andrew, thanks for the information, I think as a precaution for samples you should also include a middle of the road Red and bottom red that will offer good value for money so we can send him 5 bottles 3 with differing price points just in case. He is experienced in wine sales and will soon work out what will suit his market. I always worry when they set the price, so I think giving him a small range may help him to take up a larger range at varying price points, hope you agree. I know he said one red and one white I just think the extra may pay some dividends. As for commission, standard industry is fine and vary according to price point, we want a long term profitable partnership so therefore we are flexible, our priority is for you to gain a sale and a bigger footprint in China, we all benefit. Kind regards Daryl Sent from my iPad On 28/05/2012, at 4:39 PM, "Andrew Cudmore <Andrew@bertonvineyards.com.au>" <Andrew@bertonvineyards.com.au> wrote: > Hi Daryl, > Thanks for your email. I have put the request in to arrange for samples which should reach you before the end of the week. We will follow up in a separate email to confirm the tracking details. > The wine we can supply will be: > CIF Dalian AUD/ case (12 x 750ml) > * 2009 Barossa Shiraz - \$85 > * 2009 High Eden Cabernet Sauvignon - \$95 > * 2011 High Eden Sauvignon Blanc - \$95 > Thanks also for the copy of your email this afternoon to Mr Lin concerning the other project we had been discussing. We will certainly try to help him as best we can. As it appears we will be dealing with him directly can you please tell me what sort of % commission you would anticipate we should be factoring in for your company for these lower commercially priced reds he is after? Is 5 to 7% in the range? > Thanks again for the introduction to these potential new customers and your help with this. > Kind regards > Andrew > Andrew Cudmore | Phone: +61 8 82392499 | > [REDACTED] | Fax: +61 8 82390253 | > Location: 262 Melbourne Street, North Adelaide SA 5006 > S [REDACTED] > Website | www.bertonvineyards.com.au<http://www.bertonvineyards.com.au>

> From: Daryl Maguire

[mailto:Daryl.Maguire@parliament.nsw.gov.au] > Sent: Monday, 28 May 2012 12:23 PM > To: Andrew Cudmore > Subject: Re: Gday Cherie, need an updated wholesale list FOB Melbourne > > Gday Andrew, > further to our conversation, I have made contact with the potential customer who imports 200,000 bottles to China, and asked the relevant questions. I will come back to you soon. > > As for the other small importer I have a contact visiting that can take the samples back on Sunday. > > Can you arrange for a bottle of cleanskin Shiraz, cab sav and sav blanc to be sent to my Wagga office before Friday. The price point was \$7 to \$8 FIS in China. > I would suggest Dalian as the closest port. > > If he likes the sample taste etc we will then worry about the label choice for the first pallet. I have recommended he buy 1 pallet 70% red 30% white as a sample shipment. > > my office address is 78 Morgan st wagga wagga, > > kind Regards Daryl > > > > > > > Andrew Cudmore <Andrew@bertonvineyards.com.au> 5/22/2012 10:40 am > > > Hi Daryl, > Please accept my apologies about the overdue follow up. I have just left a message on your mobile answering machine. > Please give me a call at any time my mobile number is [REDACTED] or office 08 8239 2499. > I will try your number again later in the morning. > Kind regards > Andrew Cudmore | Phone: +61 8 82392499 | > Mobile: [REDACTED] x: +61 8 82390253 | > Location: 262 Melbourne Street, North Adelaide SA 5006 > Website |

www.bertonvineyards.com.au<http://www.bertonvineyards.com.au> > From: Daryl Maguire [mailto:Daryl.Maguire@parliament.nsw.gov.au] > Sent: Monday, 21 May 2012 7:31 AM > To: Cherie Berton - Berton Vineyards > Subject: RE: Gday Cherie, need an updated wholesale list FOB Melbourne > > Gday Cherie, have had no contact yet! regards Daryl > > > > "Cherie Berton - Berton Vineyards" <cherie@bertonvineyards.com.au> 5/11/2012 10:39 am > > > Hi Daryl > > Thanks for your email. I have forwarded it to our Asian Export Rep Andrew so he can give you a call. > > Regards > > Cherie > > Cherie Berton > Berton Vineyards > Ph: 0269681600 > Fax: 0269681620 > Mob:

[REDACTED] > cherie@bertonvineyards.com.au<mailto:cherie@bertonvineyards.com.au> > w [REDACTED] iversityards.com.au<http://www.bertonvineyards.com.au/> > Mirrool Ave > PO Box 584 > Yenda NSW 2681 > > From: Daryl Maguire

[mailto:Daryl.Maguire@parliament.nsw.gov.au] > Sent: Friday, 11 May 2012 10:17 AM > To: Cherie Berton > Subject: RE: Gday Cherie, need an updated wholesale list FOB Melbourne > > Gday Cherie, I [REDACTED] cuss 2 orders from china, one is for 200,000 cases the other is for 2 pallets,, [REDACTED] can you call me, regards Daryl > > > > Cherie Berton

<Cherie@bertonvineyards.com.au> 3/30/2012 9:31 am > > > Hi Daryl > I have attached a price list for you if you need any follow up help don't hesitate. > > Regards > Cherie > > >

> From: Daryl Maguire

[mailto:Daryl.Maguire@parliament.nsw.gov.au] > Sent: Thursday, 29 March 2012 11:31 AM > To: Cherie Berton > Subject: RE: Gday Cherie, need an updated wholesale list FOB Melbourne > > Gday That's fantastic, many thanks > > > > "Cherie Berton" <cherie@bertonvineyards.com.au> 3/29/2012

11:13 am >>> > Hi Daryl > Hope you are all well and have managed to stay dry over the past couple of weeks. > I will forward your email on to our Asian export rep so he can give you a few prices. > Take care > Regards > > Cherie > > > > From: Daryl Maguire
[mailto:Daryl.Maguire@parliament.nsw.gov.au] > Sent: Wednesday, 28 March 2012 9:14 PM > To: cherie@bertonvineyards.com.au > Subject: Gday Cherie, need an updated wholesale list FOB Melbourne > > Sorry to trouble but have another enquiry from China re wine can you flick me a basic wholesale list FOB Melbourne or Sydney , and I will do my best . regards Daryl > >
> I am using the Free version of
SPAMfighter<<http://www.spamfighter.com/len>>. > SPAMfighter has removed 729 of my spam emails to date. > > Do you have a slow PC?<<http://www.spamfighter.com/SLOW-PCfighter?cid=sigen>> Try free scan!