



## **WHO ARE LAVINA WINES?**

Lavina Wines is situated in the stunning coastal wine region of McLaren Vale on South Australia's Fleurieu Peninsula.

We supply Bulk wine, Private Brands and of course branded wines from our own portfolio to clients, distributors, wineries and traders around the world. Lavina Wines also has the resources to purchase and distribute wine from countries other than Australia.

Lavina Wines has always recognized the importance of global trade and has developed and built a sophisticated and streamlined wine export business which supplies bulk and bottled wine at all price points to emerging and developed wine markets world wide.

We have developed quality wine supply and production channels, which incorporates over 40 growers and wineries with 20,000 acres under vine. The result of this enables us to deliver Australian wines that suit your particular specifications and price points for your market place.

## **HELP US TO ASSIST YOU WITH YOUR ENQUIRY ABOUT AUSTRALIAN WINES**

The most common initial information we are asked to supply by numerous international companies is a copy of our portfolio and FOB / CIF price points.

As our bulk and bottled wine portfolio is constantly revolving, this can be confusing for our new clients to read in an email or printed format. We have found the following procedure and information gathering process to be of immense help to begin the enquiry process efficiently. The answers to these questions will give us information on your current position and requirements, which will in turn enable Lavina Wines to engage and respond accordingly.

- 1) What country or countries are you intending to import wine into?
- 2) Which port are you intending to import wine into?
- 3) Are you licensed to import wine or do you have a licensed importer?
- 4) Have you previously been associated with the importation of wine?
- 5) What and where are your planned distribution channels?
- 6) What is your preferred foreign exchange currency?
- 7) What is your preferred Incoterm (Ex-works, FOB or CIF)?
- 8) What is your time frame until first shipment?
- 9) Do you have a preferred shipper?
- 10) Is your enquiry for Australian Bulk Wine or for Bottled branded wines?
  - a) If Australian Bulk wine go to question 11
  - b) If Bottled branded wines, go to question 18

## Australian Bulk Wine

Please note that the minimum bulk wine purchase for export is 24,000 litres per 20-foot container.

- 11) What volume and variety or varieties of bulk wine are sought?
- 12) What vintage?
- 13) What style is preferred?
- 14) What is your buying price point PER LITRE in your preferred foreign exchange currency? – Ex works preferred
- 15) Is the wine to be branded as Australian wine or blended?
- 16) Are you aware of the Australian Wine & Brandy Corporations (AWBC) requirements as an importer of Australian bulk wine? If not, please refer to the AWBC website at the link provided [www.awbc.com.au](http://www.awbc.com.au)
- 17) Any other specific request or questions?

## Branded and Bottled Wine

- 18) Do you require Lavina Wines to provide you with a wine brand that we own and distribute?  
YES / NO

If YES, please send us the brief back and we will e-mail you a current EXWORKS price list

- 19) If NO to Q16, would you prefer to use a label or brand of your own and have us apply it to a wine that we produce? (this is the pure Private Label concept) YES / NO If YES,
  - a) Has the brand/label been developed and designed?
  - b) Has the brand/label been printed and approved for export by the AWBC?
- 20) What is your buying range PER DOZEN in your preferred foreign exchange currency? FOB preferred
- 21) What variety or varieties of branded and bottled wine are sought?
- 22) What style is preferred?
- 23) What Vintage?
- 24) What is the approximate purchase volume in dozen for the first order?  
**Note: one 20 foot container will hold approximately 1176 dozen.**
- 25) Any other specific request or questions?

## Your Company Details

Your Company Name:

Company Website:

Contact Name:

Telephone:

Fax:

Email:

On your response please include all of your contact details and phone numbers so Sam Daw can contact you in person, or feel free to call us on : +61 8 8383 0928.

Please note that payment terms for first orders are payment in advance or Letter of Credit.

Thanking you and looking forward to hearing from you soon.

Sam Daw – Managing Director

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