

**MARCH 2018 - Wine Delivery**

| <b>COMPARE YOUR MEMBERSHIP OPTIONS</b>                  |                                      |                          |                       |                         |   |
|---|--------------------------------------|--------------------------|-----------------------|-------------------------|---|
| <b>WINES</b>  | <b>ACCOLADES</b>                     | <b>Seasonal Six Pack</b> | <b>Seasonal Dozen</b> | <b>Winemakers Dozen</b> | <b>Custom</b>   |
| Flametree Jeremy John Cabernet Malbec 2011              | Tribute to our founder - Limited     |                          |                       |                         | Choose your own wine selection...<br><br>Minimum 12 bottles |
| S.R.S. Wilyabrup Cabernet Sauvignon 2014                | Gold - Perth Royal Wine Show 2016    |                          |                       | 1                       |   |
| S.R.S. Wallcliffe Chardonnay 2016                       | Trophy - Sydney Royal Wine Show 2017 |                          |                       | 1                       |   |
| S.R.S. Margaret River Syrah 2016                        | New Release                          |                          |                       | 1                       |   |
| S.R.S. Karridale Sauvignon Blanc 2017                   | New Vintage Release                  |                          | 1                     | 1                       |   |
| Flametree Blanc de Blanc Sparkling 2012                 | New Vintage Release                  |                          |                       |                         |   |
| Flametree Brut Sparkling NV                             | New Release                          |                          |                       |                         |   |
| Flametree Cabernet Sauvignon Merlot 2015                | New Vintage Release                  | 1                        | 1                     | 1                       |   |
| Flametree Shiraz [Frankland River] 2014                 | New Vintage Release                  |                          | 1                     | 1                       |   |
| Flametree Shiraz [Margaret River] 2016                  | New Vintage Release                  | 1                        | 1                     | 1                       |   |
| Flametree Pinot Grigio 2017                             | New Release                          |                          |                       |                         |   |
| Flametree Chardonnay 2016                               | 95 Points - Huon Hooke               |                          | 1                     | 1                       |   |
| Flametree Sauvignon Blanc Semillon 2017                 | New Vintage Release                  | 1                        | 1                     | 1                       |   |
| Flametree Pinot Rose 2017                               | Gold - Margaret River Wine Show 2017 |                          |                       | 1                       |   |
| Flametree 'Embers' Sauvignon Blanc 2016                 | 90 Points - James Halliday           | 1                        | 1                     |                         |   |
| Flametree 'Embers' Chardonnay 2017                      | New Release                          |                          | 1                     |                         |   |
| Flametree 'Embers' Cabernet Sauvignon 2016              | New Vintage Release                  | 1                        | 1                     |                         |   |
| Flametree 'Embers' Rose 2017                            | New Vintage Release                  |                          | 1                     |                         |   |
| Familytree 'Elizabeth' Riesling 2016                    | Member Exclusive - New Release       |                          |                       |                         |   |
| Familytree 'Kim' Chenin 2017                            | Member Exclusive - New Release       | 1                        | 1                     | 1                       |   |
| Familytree 'Flying Fenton MD' Grenache 2016             | Member Exclusive - New Release       |                          | 1                     | 1                       |   |
| Flametree Botrytis Semillon 2017                        | New Release                          |                          |                       |                         |   |
| <b>TOTAL BOTTLES</b>                                    |                                      | <b>6</b>                 | <b>12</b>             | <b>12</b>               | <b>12</b>   |
| <b>FREE FREIGHT</b> [\$8.00 WA - \$20 all other states] |                                      | NO                       | YES                   | YES                     | YES   |
| <b>RRP normal price</b>                                 |                                      | \$151                    | \$310                 | \$428                   | Based on which wines you select                             |
| <b>MEMBERS PAY</b>                                      |                                      | <b>\$120</b>             | <b>\$240</b>          | <b>\$290</b>            |   |
| <b>SAVE</b>   |                                      | \$31                     | \$70                  | \$138                   |   |
| <b>AVERAGE BOTTLE PRICE</b>                             |                                      | \$20.00                  | \$20.00               | \$24.17                 |   |
| <b>ACTUAL DISCOUNT %</b>                                |                                      | <b>21%</b>               | <b>23%</b>            | <b>32%</b>              | <b>20%</b>  |