



WineWorks Marlborough Limited
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11th February 2016

Dear Client,

This letter is to let you know about a few of the innovations that we are rolling out this year. They all relate to international transport, where we really saw an opportunity to save you all some money and increase your levels of service.

QuayConnect – This is the on port packing and transport service at Port Nelson. We have got a really good response from our client base and now we have scale to do it cheaper!! But to keep it cheap, we need to use the service – lots. We are offering a new rate of \$ 700 per 20ft container. That's transported to the port and packed into a container (palletised or slip-sheeted). This price is locked in for 12 months (until February 2017). If you would like to use this service, please email me so we can update your rates before 1st March. New rate applies from 21st March 2016. If we don't hear from you we will keep your current pricing.

Seaworks – We send (on your behalf) a huge number of containers around the world. We worked out that there are about 70 different freight forwarders being used. We put on the thinking caps and worked out that if we can consolidate all of the volume through fewer suppliers, there should be a saving - and there is. A really good one. We have partnered with Albatrans, which is one of the largest beverage transporters in the world. They have come up with some awesome pricing. As there is a bit of detail around this, we would need to come in for a chat so please email me if you are keen.

Finally, (it's totally related to the above but important enough for its own paragraph) we have set up a true **LCL transport** option. This means you can send individual pallets anywhere in the world whenever you want to. No need to send a full container or run around trying to co-load with someone else. Again, because of the scale we can leverage containers are leaving every week to most destinations. We think this is really cool, and would love to see the service being used extensively.

So if you want to use any of these services or would like to know more, fire me an email and we can get into it.

Regards

Jason Gluer
Business Innovations Manager

