

Harvest 2011 Prices

V. 1.2

7/18/2011

White Salmon Vineyard®

P. O. Box 157

Underwood, WA 98651

Tel: 509-493-4640

E: wsv@gorge.net

| Grapes are sold per pound as whole bunches with stems. Minimum fresh grape order is 100 pounds. | | | | | | |
|--|-----------------------|-----------------|----------------------|----------------------|---------------------|------------------------|
| Fresh grapes and juice are sold without containers, without storage for pick-up. Please provide complete, and alternative contact information to notify you of harvest pick-up. | | | | | | |
| White Salmon Vineyard has the ability to assist you in processing the grapes you purchase. These services are not available at all times. Arrangements for processing should be made at time of purchase. Prices f.o.b. Underwood, WA 98651. | | | | | | |
| Destemmed grapes will be charged \$0.085 per pound. Stem weight is calculated at 6%. | | | | | | |
| Pressing, chilling & settling of grapes charged \$0.1375 per lb. Normal yield is 150 gallons per ton. | | | | | | |
| Approx. 13.33 lb. of grapes = 1 us gal./3.78 liters | | | | | | |
| Price per pound / gallon f.o.b. Underwood, WA 98651 | | | | | | |
| Varietal | Region | Code | 100>399 5>29 gal. | 400>899 30>69 gal | 900>1,999 70>149 | 2,000 plus 150 plus |
| Pinot Noir | White Salmon V. | 11wspn | \$ 1.29 | \$ 1.19 | \$ 1.10 | \$ 0.95 |
| Rosé of Pinot Noir | White Salmon V. | | | | | |
| | <i>Juice per gal.</i> | J11rpn | \$ 20.75 | \$ 18.00 | \$ 16.00 | \$ 15.00 |
| Chardonnay | White Salmon V. | 11wsch | \$ 0.76 | \$ 0.66 | \$ 0.60 | \$ 0.50 |
| | <i>Juice per gal.</i> | J11wsch | \$ 11.80 | \$ 10.50 | \$ 8.99 | \$ 8.33 |
| Est. Chardonnay | White Salmon V. | 11WSECH | \$ 0.86 | \$ 0.76 | \$ 0.70 | \$ 0.60 |
| | <i>Juice per gal.</i> | J11wsech | \$ 13.13 | \$ 12.33 | \$ 10.33 | \$ 9.67 |
| Sauvignon Blanc | White Salmon V. | 11wssb | \$ 0.76 | \$ 0.66 | \$ 0.60 | \$ 0.60 |
| | <i>Juice per gal.</i> | J11wssb | \$ 11.80 | \$ 10.50 | \$ 8.99 | |
| Gewürztraminer | Columbia Gorge | 11cggw | \$ 0.89 | \$ 0.85 | \$ 0.80 | \$ 0.75 |
| | <i>Juice per gal.</i> | J11cggw | \$ 13.53 | \$ 12.75 | \$ 12.00 | |
| Pinot Grigio/gris | Columbia Gorge | 11cpgg | \$ 0.99 | \$ 0.95 | \$ 0.89 | \$ 0.84 |
| | <i>Juice per gal.</i> | J11cpgg | \$ 14.87 | \$ 13.99 | \$ 13.00 | |
| Gruener Veltner | Columbia Gorge | 11cgv | \$ 1.10 | \$ 1.06 | \$ 1.00 | \$ 0.95 |
| | <i>Juice per gal.</i> | J11cgv | \$ 16.33 | \$ 15.50 | \$ 14.65 | |
| Reisling | Columbia Gorge | 11cgR | \$ 0.91 | \$ 0.87 | \$ 0.81 | \$ 0.76 |
| | | J11cgR | \$ 14.00 | \$ 13.30 | \$ 12.10 | |