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2012 Bucher/Delta Annual Equipment Maintenance

Bucher Vaslin NorthAmerica announces its **Annual Equipment Maintenance** Program.

This is your opportunity to have a qualified, factory-trained technician check the condition and operation of your *Bucher* Press(es) and Delta Destemmer and Reception Equipment. At this time we can also review equipment operation and maintenance with you and your staff. Customers that have utilized the Annual Equipment Maintenance program reported significantly fewer problems during harvest.

Because of the large demand, and also to allow time to obtain any parts that may need replacement and to schedule the installation of these parts, we are encouraging early scheduling of this Annual Maintenance.

To make this early scheduling more attractive we are offering a $75 dollar discount <u>per piece</u> of equipment if we are able to schedule and perform the Annual service before April 30, 2012.

As an additional incentive we are offering a 10% discount on all spare parts used as a result of this early service before April 30, 2012.

This offer is on a first come basis.

1. **Pricing: <u>If service is performed before April 30, 2012</u>.**

   $375 First Bucher membrane press / Delta Vistalys Optical Sorter.
   $325 Each additional Bucher membrane press at the same location.
   $75 Each additional Delta Destemmer, sorting table, elevator, pump, etc.
   $275 Each JLB Basket Press.
   $125 Each Delta Destemmer, sorting table, elevator, pump, etc.

2. **Pricing: <u>If service is performed AFTER April 30, 2012.</u>**

   $450 First Bucher membrane press / Delta Vistalys Optical Sorter.
   $400 Each additional membrane press at the same location.
   $150 Each additional Delta Destemmer, sorting table, elevator, pump, etc.
   $350 Each JLB Basket Press.
   $200 Each Delta Destemmer, sorting table, elevator, pump, etc.

Additional parts and labor, not included with Annual Equipment Maintenance will be invoiced as described in the included WAGE RATE SCHEDULE FOR BVNA TECHNICIAN.

To accommodate the ever-increasing number of *Bucher* press owners, we will provide Annual Equipment Maintenance during the period from **Today 2012** through **July 31, 2012.** To sign-up, please complete the enclosed Request Form and return it **no later than April 30, 2012** (For additional copies, this form can also be downloaded from our website www.bvnorthamerica.com) to:

Bucher Vaslin Northamerica
350 Morris Street, Suite E
Sebastopol, Ca 95472-3871
Fax: 707-823-6954

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2012 *Bucher / Delta* Annual Equipment Maintenance

While our Annual Equipment Maintenance Program cannot guarantee you will not have problems during harvest, our objective is to make certain your *Bucher and Delta Equipment* is in the best possible operating condition at the beginning of harvest.

Please provide **up-to-date information** regarding the physical location of your *Bucher & Delta* Equipment. If billing address is different than the Physical Address, please provide this information as well.

Physical Address	**Note: This is the address where a Bucher Vaslin Tech will be providing the service.**				
Winery Name					
Street Address					
City		State		ZIP:	
Telephone:	( )				
Fax:	( )				
Contact Name(s):					
Contact E-mail Address:					

Billing Address	**Note: This is the address where Bucher Vaslin will be mailing the invoice.**				
☐ Same as Physical Address					
Winery Name					
Street Address					
City		State		ZIP:	
Telephone:	( )				
Fax:	( )				
Contact Name(s):					
Contact E-mail Address:					

Note: Please indicate the number of pieces of equipment you wish serviced.

Quantity		***Unit Price**	**Total**
	First Bucher Membrane Press / Delta Vistalys	*$450	$
	Additional Bucher Membrane Press(es)	*$400	$
	Additional Delta Destemmer, Sorting Table, PM Pump, etc.	*$150	$
	JLB Basket Press(es)	*$350	$
	Delta Destemmer, Sorting Table, Pump, etc. **(ONLY)**	*$200	$
Total			$

Please check the box that corresponds to your request.

☐ **A discount of $75 per piece of equipment and 10% discount on all parts used will be applied <u>if service is scheduled and performed before April 30, 2012.</u>**

☐ **I would like to sign up and make this service a yearly event and <u>Stop receiving the Annual Maintenance request form.</u>** (You can eliminate having to remember to fill out and send in the request form, we will automatically contact you each year to schedule your service.)

Signature_____ Purchase order #_____

Bucher Vaslin Northamerica, 350 Morris Street, Suite E, Sebastopol, CA 95472-3871 • PHONE: (707) 823-2883 • FAX: (707) 823-6954
www.bvnorthamerica.com

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2012

WAGE RATE SCHEDULE FOR *BVNA* TECHNICIANS

Travel, Waiting and Working Time (*minimum* charge: 1.00 hour)

Monday through Friday, except Holidays

8:00	AM	to	5:00	PM	$	100	Per hour
5:00	PM	to	11:00	PM	$	150	Per hour
11:00	PM	to	8:00	AM	$	185	Per hour

Saturday, Sunday & Holidays

8:00	AM	to	5:00	PM	$	150	per hour
5:00	PM	to	11:00	PM	$	185	per hour
11:00	PM	to	8:00	AM	$	200	per hour

Telephone Technical Support (*minimum* charge: 0.25 hour)

Monday through Friday, except Holidays

8:00	AM	to	5:00	PM		NO CHARGE	
5:00	PM	to	11:00	PM	$	60	per hour
11:00	PM	to	8:00	AM	$	85	per hour

Saturday or Sunday

8:00	AM	to	5:00	PM	$	60	per hour
5:00	PM	to	11:00	PM	$	85	per hour
11:00	PM	to	8:00	AM	$	110	per hour

Holidays

8:00	AM	to	5:00	PM	$	85	per hour
5:00	PM	to	11:00	PM	$	110	per hour
11:00	PM	to	8:00	AM	$	160	per hour

***BVNA* Automobile Mileage**	$	0.85	per mile
Travel Time (Round Trip)	$	50	Per hour
Lodging Expenses		Against Receipt	
Meals	$	65	Per day

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