

August 23, 2007

TO THE VINTNER/WINEGRAPE PROCESSOR ADDRESSED:

Dear Sir or Madam:

It has been brought to our attention that there seems to be some confusion among industry members regarding when the third party inspection of winegrapes is mandatory. The purpose of this letter is to provide a brief recap regarding the obligations of vintners/processors under the provisions of the Food and Agricultural Code and the California Winegrape Inspection Marketing Agreement. We have also enclosed a list of "Frequently Asked Questions" that we trust will help you determine to what extent these requirements apply to you/your entity.

Generally, the Food and Agricultural Code requires the inspection of fresh grapes destined for wine and byproducts be inspected by either the Agricultural Commissioner, OR the California Department of Food and Agriculture (CDFA) if either soluble solids, rot, or material other than grapes (MOG) are used to set the purchase price of grapes. These requirements apply to all vintners/processors and their growers, regardless of whether they participate in the California Winegrape Inspection Marketing Agreement or not.

In 2005 CDFA implemented the Winegrape Inspection Marketing Agreement as a vehicle to meet the requirements of the Food and Agricultural Code. An industry committee known as the Winegrape Inspection Advisory Board directs the operations of the Agreement. The Advisory Board consists of vintner/processors and grower representatives appointed by CDFA. Funding for the Program comes from inspection fees levied equitably upon participating winegrape vintners/processors and the winegrape growers who sell to them.

As a participant in the Winegrape Inspection Marketing Agreement, <u>you are required to have all grapes</u> destined for wine and byproducts inspected by the Program if either soluble solids, rot or MOG are used to set the purchase price you/your entity pay for the grapes. However, if the manner in which the purchase price is established does not include measuring for either of the above-mentioned factors, those grapes are exempt from the inspection requirement. Please refer to the attached "Frequently Asked Questions" page for additional guidance on the topic.

To schedule inspections or to become a signatory, please contact the Winegrape Inspection Marketing Agreement c/o Bonnie Eubanks, Operations Manager at (559) 452-0401, or Jerry Munson, Program CEO at (559) 591-4960. For questions regarding the requirements under the Winegrape Inspection Marketing Agreement please contact Kathy Díaz-Cretu or me at this office at the number below.

Sincerely,

Original Signed by:

Robert Maxie, Chief Marketing Branch

Enclosure

