

# VINVISION



TRUCKING  
& STORAGE



11425 COMMERCIAL PARKWAY, CASTROVILLE, CA 95012  
PHONE: (831) 632-2280~FAX: (831) 632-2296  
<http://Vinvision.getdns.com>

8/17/17



Vinvision Trucking and Storage is a locally owned company specializing in the care and handling of your wine from trucking, warehousing, and distribution. Vinvision can provide your winery with over 125,000 square feet of naturally cooled storage for short and long term bond and tax paid product. We are conveniently located in the temperate climate of the Central Coast by the beautiful Monterey Bay.

Our professional staff has over 30 years of wine distribution and warehouse experience. We pride ourselves in offering a high level of service for all of your storage and distribution needs. Our services include, but are not limited to: Local Delivery, State-Wide Delivery and Out-of-State Consolidation.

Our goal is to provide stress-free warehousing and shipping to each and every customer with quality service and accuracy at competitive rates. Please take a moment to review our website: <http://vinvision.gotdns.com>. Once your account has been established you will receive a login and password for your account. You will be able to review online at any time your Inventory, Daily Shipping Report, Depletion Detail or Summary Report, Proof of Deliveries or enter orders.

Submitting orders online is quick and easy and prevents the possibility of errors or duplicate order entry. This is done securely via our website with step by step instructions. For larger quantity of orders please contact us regarding transmitting electronically.

If you do not have access to the internet you can email your order to [orders@vinvisiontrucking.net](mailto:orders@vinvisiontrucking.net) or fax to 831-632-2296. You will always receive a confirmation from us once your order has been received.

Please do not hesitate to contact our knowledgeable staff below at 831-631-2280 for answers to any questions you may have. We look forward to working with you in the near future.

<b>Terry Gallagher, General Manager</b>	<b>Ext. 1</b>	<a href="mailto:terry@vinvisiontrucking.net">terry@vinvisiontrucking.net</a>
<b>Chris Weidemann A/R</b>	<b>Ext. 2</b>	<a href="mailto:cw@vinvisiontrucking.net">cw@vinvisiontrucking.net</a>
<b>Jose Torres Inventory desk</b>	<b>Ext. 3</b>	<a href="mailto:inventory@vinvisiontrucking.net">inventory@vinvisiontrucking.net</a>
<b>Chris Maher, Operations Manager</b>	<b>Ext. 6</b>	<a href="mailto:chris@vinvisiontrucking.net">chris@vinvisiontrucking.net</a>
<b>Elissa Martinez, Order Process</b>	<b>Ext. 7</b>	<a href="mailto:orders@vinvisiontrucking.net">orders@vinvisiontrucking.net</a>
<b>Regina Garcia, Order Process</b>	<b>Ext. 4</b>	<a href="mailto:ediorders@vinvisiontrucking.net">ediorders@vinvisiontrucking.net</a>

Vinvision Trucking and Storage  
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# VINVISION TRUCKING & STORAGE

## Terms & Conditions

### **BUSINESS HOURS:**

Office: Monday through Friday 8:00 am to 5:00 pm

Warehouse: Monday through Friday 8:00 am to 4:30 pm

### **WAREHOUSE POLICIES:**

**Receiving:** Receiving hours: 8:00 am to 3:00 pm Monday through Friday. The cut off for same day receiving is 12:00 pm. All inbound shipments are checked at their time of arrival for completeness and merchantability. All shipments must be accompanied with a complete bill of lading with an assigned BOL number. Any discrepancies from the carrier's bill of lading will be reported immediately to the shipper. Any damaged merchandise will be held for inspection for 30 days at shipper's request, after which time it must be removed from the warehouse. All wines received for entry into storage are subject to the standard "In" charges or "Handling" charges, per our Warehouse rate sheets.

**Import Containers:** Import containers must be preceded by a shipping manifest detailing all items and case counts. All import containers are subject to a container unloading charge of palletized wine per case. Un-palletized wine will be charged at the warehouse labor rate, per hour with a 2 hour minimum.

**Will Call Orders:** Requests for a will call order are submitted in the same manner as requests for a Vinvision delivery. Orders submitted for pick up the same day will be charged a "Same Day Will Call" charge. Please refer to our warehouse rate schedules for will call charges and minimums. Please indicate to us when you place your order that it is for "will call".

**Inventories:** Our standard month-end inventory report will be distributed by email at the beginning of the month for the previous month.

**All inventory reports are assumed to be accurate if no written report of discrepancy is received by us within 30 days. Vinvision is not liable for any claims of variance or loss received after 30 days from date of inventory report.**

**Product Evacuation:** If you wish to vacate our warehouse, all charges for storage and other services must be paid in full prior to the time of evacuation. Vinvision reserves the right to withhold evacuation of your merchandise until all charges have been paid in full.

**Legal Relationship of Property in Storage:** Any Storer of merchandise in our warehouse agrees that Vinvision is acting as a mere bailee, and that Storer shall not ship goods to Vinvision as the named consignee. As bailee, Vinvision maintains no beneficial title or interest in the goods that it stores on behalf of Storer.

**Breakage:** Bottle breakage which occurs during transport or handling will be reported as soon as it occurs. This type of breakage is considered a cost of doing business. Any torn or stained labels, damaged foils, or packaging are not considered breakage. Vinvision Trucking understands the importance of your products and has procedures in place to protect against breakage or loss. If complete case breakage or an unexplained loss does occur Vinvision will reimburse the owner either the full wholesale price of the case goods or \$100.00 per case whichever is less.

**Liability of Vinvision for Stored Merchandise:** Vinvision is not liable for any loss or injury to merchandise stored, however caused, unless such loss or injury is caused by our negligence. Our rates and charges do not include fire, earthquake or other hazard insurance on stored property. It is the responsibility of the Storer to arrange for property insurance for their product.

**Claims:** Claims for merchandise lost, broken or damaged by Vinvision must be made in writing to Vinvision within 30 days of the date of purported loss. On claims for losses of any nature, Vinvision's liability will not exceed wholesale price per case.

All of Vinvision's rates and charges are based on this formula for liability. If you require additional coverage, we suggest you contact your insurance provider.

### **DELIVERY POLICIES:**

#### **Standard Deliveries:**

1. Please refer to the appropriate Delivery Rate Schedule for a complete listing of areas served and the delivery charges associated with the Vinvision location from where the order is shipped. A fuel surcharge will be applied to each order.
2. **All orders for delivery must show the complete name, address and telephone number of each customer along with any special delivery instructions or restrictions.** Incorrect or incomplete addresses furnished by the shipper are subject to a \$5.00 charge.

5. **Merchandise pick ups** from your customers will be billed at our prevailing delivery rate. No merchandise will be picked up from an account without your prior written authorization.
6. **Cut off time** for next day delivery is 3:00 pm. Orders for next day delivery received after 3:00 p.m. for next day delivery are considered "late" orders and will be assessed a "late order charge" per order. **All late orders are accepted subject to the approval of our routing managers.** If we cannot schedule your late order we will contact you for further instructions. If you need "same day" or weekend deliveries, we will contact a courier service at your request and attempt to arrange for delivery.
7. **Attempted or Incorrect Deliveries:** Any attempted delivery which is incorrect or incomplete due to Vinvision's error will be corrected as soon as is possible without any additional charge. Any delivery which cannot be completed or is refused through no fault of Vinvision, will receive a delivery attempt charge at the normal delivery rate. Any product exchange or product addition to an already completed order will be considered a separate delivery, and our regular delivery rates will apply.
8. **COD Orders:** There will be an additional charge for all COD or "driver collect" shipments delivered by Vinvision trucks. It is your responsibility to alert your customer to a pending COD shipment. Our driver will wait up to 15 minutes to pick up a check. If after this period, a check is not available, the driver must go on to the next stop. You will be charged for a delivery attempt using normal delivery rates. Under normal circumstances, our drivers are not allowed to accept cash from your customers.

#### **Chain Store Deliveries:**

1. **Chain warehouse** or club store deliveries which require us to make a delivery appointment require a 2 to 3 day lead time, and the chain requires that we provide them with a P.O. number, your vendor number, and the total number of cases to be delivered. Please do not schedule the appointment yourself.
2. **Waiting Time:** If we are on time for our delivery appointment but we are forced to wait more than 15 minutes before unloading, you will be assessed a "Driver Wait" charge per 15 minutes waiting time after the first 15 minutes. If we cannot unload after waiting a total of 45 minutes, we must go on to our next stop. You will be billed for the delivery attempt and wait time, and we will contact you before rescheduling another appointment. If we are late for our appointment, there is no charge for waiting time.

#### **Deliveries to Non-Licensed Businesses or Residential Deliveries:**

1. Additional charges will be applied. *(Please refer to the rate schedule from the Vinvision location completing the delivery to determine the additional charges)* Arrangements must be made in advance by you, to ensure that there is an adult present to sign for the merchandise. You must also provide us with the phone number of the recipient before delivery will be attempted.
2. If you or your customer authorizes us to do so, we will leave merchandise at a residence without a signature, or at a neighbor's house. Vinvision cannot be held responsible for merchandise left without a signature.

#### **UPS Shipments:**

1. Individual accounts are maintained with UPS and small orders can be packaged and shipped on your behalf, subject to the terms and conditions that UPS imposes on wine shipments. Any applicable "out" charges and bill of lading charges will be added to all orders shipped via UPS, in addition to the carrier's charges. **We cannot ship UPS orders freight collect, nor can we guarantee specific delivery dates or times for UPS deliveries.**
2. We have 1 - 12 bottle approved shipping containers on hand and offer them for sale. Please refer to our rate schedule for pricing.

#### **Proof of Delivery Receipts:**

Signed copies of bills of lading (*Proofs of Delivery*) are available within 48 hours on our website. Outside carrier bills of lading will be posted as received.

#### **ORDER PROCESSING:**

1. Phone in orders are accepted at any time during our office business hours.
2. Orders may be entered on our website, faxed or e-mailed to us at any time of the night or day. The original fax or e-mail is kept on hand in our office for 30 days. All orders received for delivery or will call are charged a standard order processing fee.
3. We have the capacity to receive delivery orders via modem transfer. This is the preferred method for high volume shippers.

#### **BILLING:**

Our payment terms are NET 15 days from the date of our invoice. All invoices unpaid 30 days after the date of our invoice are subject to a monthly late payment charge equal to 1.5% of the invoice amount outstanding on the 31st day. Vinvision reserves the right to withhold shipments where payment has not been received in a timely manner.

**Your shipment of merchandise to Vinvision for either storage or immediate re-distribution constitutes your acceptance of these Terms and Conditions.**

# SUMMARY OF POLICIES, PROCEDURES AND SERVICES

## Insurance and A.B.C License

- All Vinvision customers are responsible for providing property insurance for their own inventory
- A certificate of insurance for “property at additional location” must be on file for storage customers.
- The Alcoholic Beverage Control requires that we have a current license copy on hand. The usual license types are:

<b>TYPE 2:</b>	<b>Wine Growers License</b>
<b>TYPE 9:</b>	<b>Beer &amp; Wine Importer’s License</b>
<b>TYPE 14:</b>	<b>Public Warehouse License</b>

## Storage Fees

- All inbound storage will be charged \$0.20 per case.
- Monthly Storage Fees: (Case lots per SKU)

<b>1 – 5 cases</b>	<b>\$ 0.50 per month</b>
<b>6 – 100 cases</b>	<b>\$ 0.25 per month</b>
<b>101 – 500 cases</b>	<b>\$ 0.23 per month</b>
<b>501 – 999 cases</b>	<b>\$ 0.21 per month</b>
<b>1000 &amp; over</b>	<b>\$ 0.20 per month</b>
<b>Minimum storage charge:</b>	<b>\$35.00 per month</b>

## Inbound Vinvision Freight

- To arrange freight to be picked up by Vinvision, send an e-mail request to [freightin@vinvisiontrucking.net](mailto:freightin@vinvisiontrucking.net) with location, case count and date. Freight loaded & unloaded with a forklift will be charged at Power On/Power Off pricing. Hand loaded/unloaded freight will be charged at retail rates (see page 8 for Standard Rates).

<b>Power On/Power Off (Forklift load/unload)</b>	
<b><u>Quantity</u></b>	<b><u>Charges</u></b>
<b>1 – 35 cases</b>	<b>\$ 75.00 Minimum</b>
<b>36 – 56 cases</b>	<b>\$ 2.25 per case</b>
<b>57 – 112 cases</b>	<b>\$ 2.00 per case</b>
<b>113 – 168 cases</b>	<b>\$ 1.75 per case</b>
<b>169 – 280 cases</b>	<b>\$ 1.50 per case</b>
<b>281 – 392 cases</b>	<b>\$ 1.25 per case</b>
<b>393+ 617 cases</b>	<b>\$ 1.00 per case</b>
<b>618+ cases</b>	<b>\$ .85 per case</b>

\*A Fuel Surcharge will be added to all Pick-Ups and Deliveries. This charge is based on the Market Rate and is subject to change without notice.

## Cross Dock

- \$1.00 per case. Goods must be picked up within 7 days.

## Will Calls/Out Fees

- All outside trucking companies making an appointment for pick up must contact Vinvision before 3:00 p.m. the day PRIOR to pick-up.
- \$0.45 per case with a \$5.00 minimum

## Freight Consolidation

- \$1.10 per case plus current fuel surcharge.

## Inventory Reporting

- Monthly reports e-mailed the afternoon of the first business day of the month.
- Physical counts done yearly and upon advanced request.





**KEG DELIVERY AND PICKUP  
RATES**

<u>Quantity</u>	<u>Charges</u>
<b>1 – 35 kegs</b>	<b>\$ 75.00</b>
<b>36 – 55 kegs</b>	<b>\$ 4.00</b>
<b>56 – 112 kegs</b>	<b>\$ 3.50</b>
<b>113 – 167 kegs</b>	<b>\$ 3.00</b>
<b>168 – 279 kegs</b>	<b>\$ 2.25</b>
<b>280 – 391 kegs</b>	<b>\$ 2.20</b>
<b>392+ 616 kegs</b>	<b>\$ 2.00</b>
<b>617+ kegs</b>	<b>\$ 1.60</b>

\*A Fuel Surcharge will be added to all Pick-Ups and Deliveries. This charge is based on the Market Rate and is subject to change without notice.

- In Fees– .30 per keg
- Delivery charge \$15.00 per keg
- Empty keg Pickup are standard zone rates





## ORDER AND DELIVERY PROCEDURES AND POLICIES

- A 17% fuel surcharge will be applied to all of our published delivery rates. (Effective August 2016)
- Orders can be sent to Vinvision via:
  - **Website:** [vinvision.gotdns.com](http://vinvision.gotdns.com). Sign in, Orders, Start a New Order
  - E-mail: [orders@vinvisiontrucking.net](mailto:orders@vinvisiontrucking.net)
  - Fax: 831-632-2296
- **All orders for next day delivery must be in by 4:00 p.m. Orders going to southern or northern California or Tahoe have earlier cutoffs. See Zone chart for individual cutoffs.**
- **All orders requiring special handling, such as re-packing or labeling must be in by 10:00 a.m. for next day delivery.**
- **All orders must have delivery instructions or information required for delivery to your account such as:**
  - Order number
  - Purchase order number
  - Receiving hours
- **Vinvision will contact you whenever the following occurs:**
  - Order is refused by the account
  - The account is closed the day of delivery and unreachable by phone.



## Additional Services and Fees

### Order Processing Charges

- Sales Orders:** \$1.25 per delivery document generated.
- C.O.D. Orders:** \$10.00 per order in addition to cost of delivery.
- Order Revision Charge:** \$2.00 per order revised prior to 4:00 pm.
- Order Revision Charge after 4:00 pm:** \$5.00 per order revised after 4:00 pm.
- Late Orders:** \$10.00 per late order received after cutoff.
- \*\*ORDERS ARE NOT ACCEPTED AFTER 5:00 PM\*\***

### Handling Charges

- Same Day Will Call Charge:** \$10.00 per order plus handling fees.
- Same Day Rush Consolidation Will Call Charge:** \$35.00 per order plus handling fees.
- Stage Fee:** \$5.00 per order for canceled orders already staged.
- Appointment Fee:** \$5.00 per order – Chain stores only.
- Split Case Fee:** \$5.00 per case for bottle orders and samples.
- Delivery Attempts:** Fee based on number of attempts and cases count.
- Restock Fee:** \$0.75 per case returned to stock due to refused orders, accounts not open at time of delivery stated on documents, order revisions, and order cancellations.
- Redistribution Handling Fee:** \$0.50 per case for non-inventory pick ups for VVT delivery.
- No Pallet Exchange:** \$12.00 per pallet
- Pallets #2 type:** \$10.00 per pallet
- Pallets #1 type, Hardwood heat treated:** \$12.00 per pallet
- United Parcel Service-UPS:** UPS delivery fees will be charged in addition to \$5.00 per order Will Call fee and \$5.00 per case Repack fee and cost of materials (see side box). We will give you an estimated time and cost quote based on the delivery address, weight and dimensions of your shipment.

Repack Fee	\$5.00
Shipper Size	Charge
12-pack box	\$9.50
6-pack box	\$5.75
3-pack box	\$4.25
2-pack box	\$4.00
1-pack box	\$2.00
1.5L box	\$4.00

### Additional Delivery Charges

- One Sided Delivery Charge:** \$10.00 per orders for deliveries with 2 hours or less of a delivery window.
- Driver Wait Time:** \$15.00 after the first 15 minutes. \$15.00 will be charged for each additional 30 minutes of wait time.
- Residential Delivery:** \$10.00 for deliveries to residential area.

### Warehouse Labor Charges

- Case Labels:** \$0.30 per case that requires labels applied.
- Strip Labels:** \$0.20 per bottle that require strip labels applied.
- Container Unloading (hand unload):** \$0.30 per case.
- Warehouse Labor:** \$40.00 per man hour for special projects such as reloading trucks (1/2 hour minimum charge).





## STANDARD VINVISION DELIVERY RATE CHART

Zone	CASES:	1	2	3	4	5-9	10-24	25-55	56-111
1	Aptos, Santa Cruz	10.30	7.00	6.50	6.25	6.00	5.25	5.25	5.00
2 & 2B	Carmel, Monterey	10.30	7.00	6.50	6.25	6.00	5.25	5.25	5.00
3	San Lorenzo Valley	10.60	7.00	6.50	6.35	6.00	5.25	5.25	5.25
4	Big Sur	11.00	7.50	6.75	6.75	6.50	6.00	6.00	5.75
5	Hollister	10.30	7.00	6.50	6.25	6.00	5.25	5.25	5.00
6	South Bay	10.60	6.75	6.50	6.35	6.00	5.25	5.25	5.00
7	Peninsula	11.00	6.75	6.50	6.35	6.00	5.25	5.25	5.00
8	Half Moon Bay	11.00	6.75	6.75	6.75	6.50	6.00	6.00	5.75
9	So. SF, Brisbane	11.00	7.00	7.00	7.00	6.25	5.75	5.00	4.75
10	SF Downtown	11.00	7.00	7.00	7.00	6.25	5.75	5.00	4.75
11 & 11B	East Bay	11.00	7.00	7.00	7.00	6.25	5.75	5.00	4.75
12	Walnut Creek	11.00	7.00	7.00	7.00	6.25	5.75	5.00	4.75
13	Sausalito Corte Madera	11.00	7.20	7.20	7.20	6.85	6.75	6.50	6.00
14	Napa	11.00	7.25	7.00	7.00	6.85	6.75	6.50	6.00
15	Sonoma	11.00	7.45	7.45	7.45	7.00	6.75	6.50	6.00
16 A-E	Sacramento	11.00	7.45	7.45	7.45	7.00	6.75	6.75	6.50
17 A-C	Lake Tahoe	18.75	14.34	12.00	12.00	11.50	11.00	Call VVT	Call VVT
18	Arroyo Grande Paso Robles	14.48	9.66	8.27	7.86	7.23	6.58	6.00	Call VVT
19	Goleta, Santa Babara	15.13	9.98	8.73	8.28	7.62	6.94	6.31	6.25
20A	L.A., OC North	17.00	15.00	13.00	12.75	12.50	11.00	10.75	8.50
21A	N. Calif, Foothills	19.00	19.00	19.00	19.00	19.00	18.00	18.00	18.00
21B	North Coast, Bodega Bay	15.50	13.50	11.25	10.00	9.50	9.50	9.50	9.50
22	Fresno	15.95	12.47	9.85	9.85	9.85	9.19	8.54	8.50
23 A-E	San Diego	17.00	15.00	13.00	12.75	12.50	11.00	10.00	8.50
24	Chico	18.00	14.34	12.00	12.00	11.50	11.00	10.75	10.50

**Orders over 111 cases please call Vinvision Trucking at (831) 632-2280**



## Vinvision Trucking Delivery Schedule

### Zones 1—16

ZONE	CITIES	Tue	Wed	Thu	Fri
1	Aptos, Capitola, Corralitos, Freedom, La Selva Beach, Rio del Mar, Santa Cruz, Seascapes, Soquel, Watsonville	X	X	X	X
2	Carmel, Castroville, Marina, Monterey, Moss Landing, Pacific Grove, Pebble Beach, Sand City, Seaside	X	X	X	X
2B	Carmel Valley	X		X	
3	Ben Lomond, Boulder Creek, Brookdale, Davenport, Felton, Scotts Valley	X		X	X
4	Big Sur				X
5	Gonzales, Hollister, Prunedale, Salinas, San Juan Bautista, San Martin, Tres Pinos		X		X
6	Almaden Valley, Campbell, Cupertino, Gilroy, Los Gatos, Morgan Hill, San Jose, Santa Clara, Saratoga, Sunnyvale <b>NOTE: Almaden Valley Tues/Thurs Only</b>	X	X	X	X
7	Atherton, Belmont, Los Altos, Los Altos Hills, Menlo Park, Mt View, Palo Alto, Portola Valley, Redwood City, San Carlos, Stanford, Woodside	X	X	X	X
8	El Granada, Half Moon Bay, Montara, Moss Beach, Pacifica, San Gregorio, La Honda		X		X
9	Brisbane, Burlingame, Colma, Daly City, Foster City, Hillsborough, Millbrae, San Bruno, San Mateo, South San Francisco	X	X	X	X
10	San Francisco <b>NOTE: Late delivery stops on Thursday Only</b>	X	X	X	X
11	Alameda, Albany, Berkeley, Castro Valley, El Cerrito, El Sobrante, Emeryville, Fremont, Hayward, Kensington, Milpitas, Newark, Oakland, Piedmont, Richmond, San Leandro, San Pablo, Union City	X	X		X
11B	Vallejo		X		X
12	Alamo, Clayton, Concord, Contra Costa, Danville, Diablo, Dublin, Lafayette, Livermore, Moraga, Orinda, Pittsburg, Pleasant Hill, Pleasanton, San Ramon, Sunol, Walnut Creek	X	X	X	X
12B	Benecia, Martinez	X		X	
13	Belvedere, Corte Madera, Cotati, Fairfax, Greenbrae, Kentfield, Larkspur, Marin, Mill Valley, Novato, Petaluma, Ross, San Anselmo, San Rafael, Sausalito, Sebastopol, Terra Linda, Tiburon	X		X	X
14	American Canyon, Calistoga, Napa, Rutherford, St. Helena, Yountville		X		X
15	Geyserville, Glen Ellen, Healdsburg, Kenwood, Oakville, Penngrove, Rohnert Park, Santa Rosa, Sonoma, Windsor, Boyes		X		X
16	Sacramento, West Sacramento, Carmichael, Citrus Heights, Fair Oaks, Gold River, Orangevale, Rancho Cordova, Riverbank	X	X	X	X
16B	Cameron Park, El Dorado Hills, Elk Grove, Folsom, Granite Bay, Placerville	X		X	
16C	Davis, Dixon, El Macero, Fairfield, Vacaville, Woodland	X			X
16D	Auburn, Lincoln, Loomis, Rocklin, Roseville,		X		X
16E	Antioch, French Camp, Linden, Lockeford, Lodi, Manteca, Merced, Modesto, Stockton, Tracy, Turlock, Woodbridge, Hilmar, Ripon,			X	



# Vinvision Trucking Delivery Schedule

## Zones 17 - 24

ZONE	CITIES	Tue	Wed	Thu	Fri
	<b>**17A order cutoff is 4pm Monday for Wednesday delivery, 4pm Wednesday for Friday delivery (*17 B&amp;C Friday Only)</b>		X		X
<b>17A</b>	Tahoe City, Tahoe Vista, Truckee ,Rancho Murieta, Slough house,Kings Beach,		X		X
<b>17B</b>	South Lake Tahoe,Oakdale				X
<b>17C</b>	Grass Valley, Nevada City				X
<b>18</b> <b>12 pm</b>	Arroyo Grande, Atascadero, Buellton, Cambria, Morro Bay, Paso Robles, Pismo Beach, San Luis Obispo, San Simeon, Solvang, Templeton	X	X	X	X
<b>19</b> <b>12pm</b>	Carpinteria, Coalinga, Goleta, Hanford, Los Olivios, Madera, Ojai, Santa Barbara, Santa Maria, Selma, Ventura, Visalia,Camarillo,Newbury Park,Thousand Oaks,West lake Village	X	X	X	X
<b>20</b> <b>1 pm</b>	Los Angeles County North & South, Orange County,Santa Ana,Woodlandhills,Playa Del Rey,Hermosa Beach,Irvine,La Verne,Studio City,Culver City,Glendora,Valencia,Lakewood,Blue Jay	X	X	X	X
<b>21A</b>	Northern California, Foot Hills, Murphys,Redding, Pescadero,Mt. Shasta, Brentwood,Sutter Creek,Sonora,Discovery Bay,Blue Lake,Crowley Lake,Jackson,Arnold,Paradise, Smith River,McCloud, Bryon, Arcata,Mammoth Lakes,Winters,Twainharte,Discovery Bay,Lake Almador,Escalon	X	X	X	X
<b>21B</b>	Bodega Bay, Cloverdale, Forestville, Fort Bragg, Gualala, Guerneville, Jenner, Mendocino Coast, Monte Rio, Muir Beach, Nicasio, Occidental, Pt. Reyes Station, San Geronimo, Sonoma Coast, Ukiah,Hopland				X
<b>22</b> <b>12pm</b>	Bakersfield, Clovis, Exeter, Fresno, Terra Bella, Tulare, Coalinga,Porterville		X		X
<b>23A</b> <b>1 pm</b>	San Diego, Altadena, Cardiff, Carlsbad, Del Mar, Encinitas, La Jolla, Oceanside, Rancho Santa Fe, Temecula,Del Mar,Downy, Dana Point	X	X	X	X
<b>23B</b> <b>1 pm</b>	El Cajon, Escondido, La Mesa, Menifee, Murrieta, National City, Poway, Rancho Mirage, San Marcos	X	X	X	X
<b>23C</b> <b>1 pm</b>	Chula Vista, Claremont, Coronado, Imperial Beach, Indian Wells, Indio, La Quinta, Palm Desert, Palm Springs	X	X	X	X
<b>23D</b>	Apple Valley, Corona, Victorville	X		X	
<b>23E</b>	Lancaster, Palmdale		X		
<b>24</b>	Chico, Live Oak, Yuba City, Orland, Sanger,Live Oak	X	X	X	X
<b>Zone 17 - Orders due by 4pm Monday for Wednesday delivery Orders due by 4pm Wednesday for Friday delivery</b>					
<b>Zones 18 &amp; 19 - Orders due by 12 pm the day prior to delivery</b>					
<b>Zones 20 &amp; 23 - Orders due by 1 pm the day prior to delivery</b>					
<b>Zone 21 - Orders due by 11am the day prior to delivery</b>					
<b>Zone 22 - Orders due by 12 pm the day prior to delivery</b>					
<b>Zone 24 - Orders due by 11 am the day prior to delivery</b>					