



STATE OF WASHINGTON

WASHINGTON STATE LIQUOR CONTROL BOARD

3000 Pacific Ave SE • PO Box 43075 • Olympia WA 98504-3075 • (360) 664-1600

November 23, 2004

To: Washington Wineries

Subject: Bottle signing by winemakers

Winemakers have always been allowed to sign bottles for consumers at the manufacturing winery or winery retail only sales locations, but signing bottles at retailer licensed locations has been considered a moneys worth issue because it can provide a benefit to the retailer.

Under regulation review, we have re-visited the issue and approve bottle signing at retailer locations as long as the following guidelines, which are in rule, are followed:

1. No services can be provided to the retailer (such as pouring).
2. Bottle signing would not an exclusive offer to any retailer.
3. The purchase of wine by a retailer from the winery or their distributor can't be tied to promotions or bottle signing.

Your local liquor enforcement officer is available if you have questions. They are as follows:

Olympia	Jeanne Reschan	360 664 1634
Seattle	Steve Hypse	206 464 6088
Wenatchee	Ray Cerrillo	509 662 0410
Spokane	Russ McCabe	509 625 5522

If your local officer is unavailable, you may contact supervisor Rich Manoli in Seattle at 206 464 7845.

Sincerely,

Randy Reynolds
Non Retail Program Manager