

Delegation On&Off Trade – Switzerland 2017

Application Deadline: 18/9/2017



General Information

Recognizing the growing importance of the Swiss market for Portuguese wines, ViniPortugal will strengthen promotion activities in this market in 2017. Therefore Viniportugal, will organize a Delegation of 10 professionals On&Off Trade, composed with Top wine shops; Specialized retail and Journalist.

This guests will be spread in two different groups between October 29th to November 3rd of 2017. The AEs can register on this activity and after will be assigned one of the visits.

Tentative List of 10 guests (this list can be changed in terms of the number and profile of buyers)

Date	Target groups	Potential participants –10 in total – TBC	Regions
Oct. 29 th – Nov. 3 rd , 2017	<p>Top wine shops</p> <p>Specialized retail</p> <p>Journalist</p> <p>Sommeliers</p>	<p>Top wine shops, specialized retail</p> <p>e.g. Baur au lac Vins, Martel, Paul Ullrich, Delinat, Mövenpick</p> <p>Journaliste.g. Gabriel Tinguely / Hotellerie Gastronomie Zeitung, Martin Kilchmann / freelance, Sonntagszeitung, Falstaff</p> <p>Sommeliers of premium restaurantsThe Restaurant / Zurich, Le Pavillon / Zurich, Rest. Cheval, Hotel Trois Rois / Basel, Grandits / Basel, Schloss Schauenstein /Fürstenau, The Chedi / Andermatt, Royal Savoy / Lausanne</p>	All Regions

Details of trip to Portugal:

The visit occurs during 5 working days and will have the following organization:

Total: 10 visits to 10 projects*2

Day 1: Dinner with AE 1

Day 2: Morning visit AE 2; Lunch and taste with AE 3; Evening taste and dinner with AE 4

Day 3: Morning visit AE 5; Lunch and taste with AE 6; Evening taste and dinner with AE 7

Day 4: Morning visit AE 8; Lunch and taste with AE 9; Evening taste and dinner with AE 10

Application option

Since the number of visits that guests can be done is limited, we decided to give only one option with same cost, in order to including the maximum number of projects possible.

In this case we have only one option:

Option A: Wineries Host

Details of each visit

Each visit will take place in producers wineries, the time limit will be 2hours that include a description of the project and a tasting including high-level technical commentary, which should preferably include a vertical taste (documentation of the wines in evidence must be provided).

Conditions of participation

Subject to the "[Terms of Participation in Viniportugal Events](#)", not sparing document reading.

- Registrations open to all wineries
- The event request the presence of owner or anyone to represent the company;
- Subject to the "[Terms of Participation in Viniportugal Events](#)", not sparing document reading.
- Program financed by the OCM program.

Participation Costs

Cost option A: Wineries Host: Duration of 2hours each visit €550* + VAT

* For wineries that present Port, Madeira and Azores Wines (wine that is not subject to promotional tax - D.L. nº94/2012 of 20 of April, regulated by ordinance nº 426/2012 of 28th of December) a supplement of 33% is applied to the registration cost, in the proportion of the number of Port, Madeira and Azores wines signed up for the event. This means that, for each Port, Madeira or Azores wine registered, there's an extra cost of 18,15€, applying the appropriate discounts to entities with protocols signed with ViniPortugal.

Special Conditions for CVRs with cooperation protocol with VINIPORTUGAL:

The CVRs that have signed the protocol of cooperation with VINIPORTUGAL will be able to intermediate with their AE's one of the visits. For this purpose they must fulfill the whole purpose of a visit, they will need to gather the registrations referring to a Wineries Host AE (Option A), or it will constitute as Host, as well as to gather all the invited AEs as described in option B. Application must be made by each AE on the platform similar to other events that have elapsed.

Payment, Financial Conditions and Penalties

- **1st Payment: 50%** upon registration with indication of [table and wine selection](#) until **September, 18th 2017** ([payment after the deadline will feature a penalty of 25%](#))
- **2nd Payment: the remaining 50%** until **October, 18th 2017** ([payment after the deadline will include a penalty of 25%](#))
- Payments must be done by bank transfer to **IBAN: PT50.0033.0000.45326872466.05** or by Check payable to ViniPortugal.

Registration will only be finalized after payment. Producers registered without payment proof of the first partial payment will not be considered registered. In case of shared tables, the registration will only be considered valid after the full payment of both parts, regardless of how many wineries share the table. Registrations after **September, 30th 2017** will not be accepted.

Cancellation of Registration

The cancellation of the EA registration, on its own initiative, is possible during the registration period. This cancellation is entitled to refund the registration fee if ViniPortugal is able to cancel all the commitments already made with its suppliers in the context of that registration. Otherwise, the reservation cancellation is made without the right to refund the registration fee.

After the registration period, ViniPortugal reserves the right not to make any return of the registration fee. In cases where an invoice generated has not yet been settled, ViniPortugal reserves the right not to issue a credit note on an invoice generated, maintaining the amount in dept.

Participation Steps

- **Step 1:** Registration on the online platform and send of the 1st payment proof until **September, 18th 2017** to: saf@viniportugal.pt. If the payment is made by check, please send it to ViniPortugal, "Serviços Administrativos e Financeiros";
- **Step 2:** ViniPortugal will confirm the registration;
- **Step 3: Sending of the 2nd payment proof until October, 18th 2017** to: saf@viniportugal.pt. In case of payment by check, send to ViniPortugal, to "Serviços Administrativos e Financeiros";

Space Allocation Criteria

The registration is not a guarantee of space/table allocation. In case of overbooking, and if the requirements are fulfilled, priority will be given to EA by the following order:

- Highest number of participations in ViniPortugal events in Switzerland in 2016;
- Highest number of participations in ViniPortugal events in the world in 2016.

Note: calculated on the basis of a weighted average (50% - 50%) between number of shares and total investment.

Contacts for clarifications:

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