



Wines of Portugal Tastings Canada (CN17)

Vancouver- British Columbia – June 5th, 2017

Toronto – Ontario – June 7th, 2017

Québec City – Québec – June 8th, 2017



REGISTRATION DEADLINE: March 2nd, 2017

General information

In compliance with the 2017 promotion plan and with the objective of finding new business opportunities for the EA, ViniPortugal will organize three Grand Tastings in Canadá:

- **Vancouver Grand Tasting** – The tasting in British Columbia, Vancouver, is organized for EAs with or without distribution in the market. This tasting will be exclusively commercial (B2B) with the presence of private agents, sommeliers, BCLDB consultants and 3 professional agents from the province of Alberta.

The main objective is to give the EAs the opportunity to make business with private agents and to present their new vintages to their current clients and broaden their client portfolio. It will be also organized a seminar for 40 professionals. The wine selection for this seminar will be made by the speaker, ViniPortugal *Wine Educator* - Sofia Salvador, assuring the representativeness of grape varieties and regional diversity, as well as different producers and wine styles.

- **Toronto Grand Tasting** – The tasting in Toronto is organized for EAs with or without distribution in the market. This tasting will be open to private agents, LCBO consultants, sommeliers, restaurants, specialized food & wine and regular consumer of imported wines.

The main objective is to give the EAs the opportunity to present their new vintages to their current clients and broaden their client portfolio. It will be also organized a seminar for 30 professionals. The wine selection for this seminar will be made by the speaker, ViniPortugal *Wine Educator* - Sofia Salvador, assuring the representativeness of grape varieties and regional diversity, as well as different producers and wine styles.

- **Québec City Grand Tasting** – The tasting in Québec City, is organized for EAs with or without distribution in the market. This tasting will feature SAQ Consultants, private agents, sommeliers, restaurants, specialized food & wine press and regular consumers of imported wines. It will be also organized two seminars for:

- Private agents lead by a market expert (to be confirmed) about "*How to have a successful business in the wine industry in Canada?*".

- 30 Trade professionals. The wine selection for this seminar will be made by the speaker, ViniPortugal *Wine Educator* - Sofia Salvador, assuring the representativeness of grape varieties and regional diversity, as well as different producers and wine styles.

We are counting with your presence!

Participation Conditions

- Registrations open to EAs with or without distribution in British Columbia, Ontario and Québec.
- These events require the physical presence of the EA or other winery representative.
- Subject to the "Terms of Participation in Viniportugal Events", not sparing document reading.
- Registered wines must be compliant with the general conditions of participation in ViniPortugal events, they must be DO, IG wines or with indication of Grape and Year, and predominantly native grape varieties.

Program financed by the OCM program.

Participation Costs

- **Cos per table per city: 870€*+ VAT** (at 23%) – **(maximum of 10 wines per table).**
- **Cos per table in Vancouver + Toronto: 1.740€*+ VAT** (at 23%) – **(maximum of 10 wines per table).**
- **Cos per table in Vancouver + Québec City: 1.740€*+ VAT** (at 23%) – **(maximum of 10 wines per table).**
- **Cos per table in Toronto + Québec City: 1.740€*+ VAT** (at 23%) – **(maximum of 10 wines per table).**
- **Cos per table in Vancouver + Toronto + Québec City: 2.610€*+ VAT** (at 23%) – **(maximum of 10 wines per table).**

* For EAs that present **Port, Madeira or Azores Wines** (wine that is not subject to promotional tax - D.L. n°94/2012 of 20 of April, regulated by ordinance n° 426/2012 of 28th of December) **increases 50% to the base cost of registration, in the proportion of the number of Port/Madeira/Azores wines signed up for the event.**

In cases where the EA share a table, there will be a fee for sharing tables of 125€ per additional EA. In these cases the limit of wines and shipment weight per table remains the same.

Each table allows the presentation of a **maximum of 10 SKUs**. If this limit is exceeded, a fee of **250€ per additional wine** will be charged.

Payment, Financial Conditions and Penalties

- **1st Payment: 50%** upon registration with indication of table and wine selection until **March 2nd, 2017** (payment after the deadline will feature a penalty of 25%);
- **2nd Payment: the remaining 50% until March 31st, 2017** (payment after the deadline will include a penalty of 25%);
- Payments must be done by bank transfer to IBAN: PT50.0033.0000.00017405837.22 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. The EA is considered registered in the event from the moment of registration on the ViniPortugal platform. However, the registration is only effective, for the purpose of space allocation, after the payment of first installment. In case of shared tables, the registration will only be considered valid after the full payment of first installments, regardless of how many EA.

Services Included in the Participation Costs

The EA will benefit from:

- Funding in **50% of the total** cost of the flight cost considering the following arrival/departure cities: Lisbon/ Oporto – Vancouver/ Toronto/ Québec City, according to the conditions mentioned in the section "Travel" (see below).
- Wine and merchandising transportation to the event venue, according to the following limits:
 - 45Kg per table for Vancouver, 50Kg per table for Toronto and Quebec City**;
 - 10 SKUs per table.
 If it's not possible to guarantee the wines shipping from Portugal that are already imported to Quebec City by imposition of the local Liquor Board, the delivery must be guaranteed by the respective Private Agent.
- Exposure of a wines selection in the seminars targeting professionals, according to the speaker's selection. Due to the limitation of number of wines to present, isn't guaranteed exposure each the event.
- General services in the "General Participation Conditions in ViniPortugal Events".

**The incompliance of the limits written above, implies a payment of the extra weight directly to the transport agency by the producer (values to be define afterwards);
In the cases where the EA sends his wines to the transport company in more than one company name, administrative costs will be charged for each additional company name;
In the case of extra costumes taxes are applied to fortified wines, ViniPortugal will invoice each *producer afterwards for the extra values* in the correct amount.

Participation Steps

- **Step 1:** Registration on the online platform and send of the 1st payment proof until **March 2nd, 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 March 31st, 2016** to: saf@viniportugal.pt. In case of payment by check, send to ViniPortugal "Serviços Administrativos e Financeiros";
- **Step 4:** Send wine and merchandising to the transport company in date and time to be confirmed afterwards;
- **Step 5: Inform ViniPortugal through** andrea.guimaraes@viniportugal.pt of the effective date of wine delivery on the shipper.

Space Allocation Criteria

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

- Producers with the higher number of participations in ViniPortugal events in Canada, in 2016;
- Highest number of participations in ViniPortugal events all over the world in 2016;
- Producers track record of participations in Canada's Grand Tastings.

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 owed.

Travel

EA will benefit from travelling support to these events, corresponding to a 50% cover of the total cost of the flight considering the following limits:

Participation in three Grand Tastings

Lisboa/ Porto – Vancouver – Toronto – Québec City, to the maximum limit of 1.900€ (maximum limit of 950€ support);

Participation in two Grand Tastings

Lisboa/ Porto – Vancouver – Toronto or Vancouver – Quebec City or Toronto – Quebec City, to the maximum limit of 1.500€ (maximum limit of 750€ support);

Participation in one Grand Tastings

Lisboa/ Porto – Vancouver or Toronto or Québec City, to the maximum limit of 1.100€ (maximum limit of 550 € support);

EA that share tables will benefit exclusively of one flight trip support.

To benefit from the 50% on the travel costs, the EA must:

- **Step 1:** Book the flight with his travel agency and pay for it;
- **Step 2:** The EA issues an invoice to ViniPortugal, using the trip cost value until the limit written above without VAT (IVA free: al.r), nº1, art.14º do CIVA)

Invoicing info

Viniportugal – Associação Interprofissional para a Promoção dos Vinhos Portugueses
Rua Mouzinho da Silveira, nº5
1250-165 Lisboa
NIF: 503 736 864

- **Step 3:** Send the invoice with boarding passes and a copy of the original Travel Agency's invoice, to ViniPortugal. Without this information, by imposition of the funding program, the EA will not benefit from the travel support.

Stays: Not included.

Clarifications

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