



**PORTUGAL WINES CONFERENCE AND TASTE –
WINES OF PORTUGAL CAMPUS
HAMBURG – SEPTEMBER, 25th 2017**



REGISTRATION DEADLINE: MARCH, 10th 2017

Informação Geral

In compliance with the 2017 promotion plan and with the objective of finding new business opportunities for the EAs and narrow the relations with market professionals, Viniportugal will organize for the 2nd consecutive time an exclusive event for professionals in Hamburg – **Wines of Portugal Campus**. This event will be in a Portuguese wine conference format interleaved with a classic wine tasting. It will take place on September 25th and will be attended by around 120-150 wine professionals.

This event is a one-day conference with distinct *workshops* and seminars, including a tasting limited to 18 wineries. It will be an exclusive event for front-line professionals, ON & OFF trade, allowing to exchange points of view, discuss and detail the knowledge about Portuguese wines and get to know in depth the projects of these companies.

The Wines of Portugal Campus includes a **Wines of Portugal Level III Academy – Train the trainers**, and 9 workshops that will be conducted by distinguished speakers in the German market: David Schwarzwalder, Hendrik Thoma,(MS) Caro Maurer(MW) Stephanie Doring. At the end, a Portuguese wine tasting with 18 wineries tasting will be open for all professionals who are attending the event. This is an opportunity for each of the producers attending the event to participate with their wines in these parallel events – See 2016 agenda draft at the end of the Document.

In 2016, this event scored an 8.1 punctuation on a 0 to 10 scale, from the producers present at the event.

ViniPortugal also invites the Regional Wine Commissions that want to join and organize a seminar entirely dedicated to the wines of their region and to have their own table to the ones that enroll in this initiative.

The participation in Portugal wine tasting and conference in Hamburg will be limited to 18 wineries and 3 Regional Wine Commissions.

We are counting with your presence!

Participation Conditions

- Registrations open to EAs with or without distribution in the market;
- These events require the physical presence of the EA or other representative of the winery;
- Subject to the "General Conditions of Participation in ViniPortugal Events", not sparing document reading;
- Program financed by the Domestic Market.

Participation Costs

- **Cost per table:** 650€* + VAT at the rate in force – (maximum of 10 wines per table)
- **Participation Cost of CVRs:** (Exclusive seminar and permanent table at the event) 1200€ + VAT at the rate in force
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* For EAs that present **Port, Madeira or Azores wines** (wine that is not subject to promotional tax – D.L. nº 94/2012 of 20 of April, regulated by ordinance nº 426/2012 of 28th of December) **increases 50% to the base cost of registration, in the proportion of the number of Port, Madeira or Azores wines signed up for the event.** This means that, for each Port, Madeira or Azores wines registered, there's an extra cost of **32.5€** to the registration base cost.

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

In cases where the EA share a table, there will be **a fee of sharing tables of 60€ per additional EA**, where the limit of wines and shipment weight per table remains the same.

Payment, Financial Conditions and Penalties

- **1st Payment: 50%** upon registration with indication of table and wine selection until **March, 10th 2017** (payment after the deadline will feature a penalty of 25%);
- **2nd Payment:** the remaining **50%** until **June, 9th 2017** (payment after the deadline will feature a penalty of 25%);
- Payments must be done by bank transfer to IBAN: PT50.0033.0000.45326908938.05 or by Check payable to ViniPortugal.

All EA are consider enroll with the event right after the registration at ViniPortugal platform. However, the **registration will only be finalized after 1st payment**. In case of shared tables, the registration will only be considered valid after the full payment of the 1st payment by both parts, regardless of how many EA share the table.

Registrations after June, 9th 2017 will not be accepted, even with penalty.

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.

Services Included in the Participation Costs

The EA will benefit from:

- Wine and merchandising transportation from Portugal to the event venue, according to the following limits:
 - 50Kg per table**;
 - 10 SKUs per table.
- Exposure of a selection of wines in the seminars designed for professionals, according to the speaker's selection. The wine transportation for the seminars is not part of the 50Kg limitation for the event.
- General services in the "[General Participation Conditions in ViniPortugal Events](#)";

**The incomppliance of the limits written above, implies a payment of the extra weight directly to the transport agency by the producer (values to be defined 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, 10th 2017** to: saf@viniportugal.pt. If the payment is made by check, please send it to ViniPortugal, to "Serviços Administrativos e Financeiros";
- **Step 2:** ViniPortugal will confirm the registration;
- **Step 3:** Sending of the 2nd payment proof until **June, 9th 2017** to: saf@viniportugal.pt. In case of payment by Check, send to ViniPortugal, to "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 ines.pinto@viniportugal.pt of the effective date of the wine delivery on the shipper.
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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 Germany in 2015;
- Highest number of participations in ViniPortugal events in the world in 2015.
- Participation in Campus-Hamburg in 2016.

Agenda 2017 Sketch: Taste and Conference Wines of Portugal in Hamburg - Campus WPT

Der Campus-Tag		Anmeldung „easy going“ <small>Melden Sie sich unter winesofportugal.com für den Tag an. Die Reihenfolge, in der Sie die Workshops besuchen möchten (ausgenommen „Train the Trainer“ und „Academy Level III“) wählen Sie selbst vor Ort.</small>				
	FORUM	RAUM 1	RAUM 2	RAUM 3	RAUM 4	RAUM 5
10:00	10.45 Uhr Begrüßung	Lernen beim Campus_01				
11:00		11.00 Uhr WORKSHOP 1 „Alentejo - Land voller Innovation und Tradition“ mit Master Sommelier und Portugal-Experte Hendrik Thoma	11.00 Uhr WORKSHOP 2 „Lisboa - Weine geprägt vom Atlantik“ mit Sommière Stephanie Döring	11.00 Uhr WORKSHOP 3 „Tejo und seine Rebsorten - Solitare oder Teamplayer“ mit Sommelier & Tejo-Ambassador Sebastian Benthäuser	11.00 Uhr TRAIN THE TRAINER Das Intensivseminar „Train the Trainer“ mit Oenologe Antonio R. Graça	11.00 Uhr WINES OF PORTUGAL ACADEMY LEVEL III mit Caro Hauser MW
12:00	Verkosten beim Campus_01	12.00 Uhr WORKSHOP 1 „Alentejo - Land voller Innovation und Tradition“ mit Master Sommelier und Portugal-Experte Hendrik Thoma	12.00 Uhr WORKSHOP 2 „Lisboa - Weine geprägt vom Atlantik“ mit Sommière Stephanie Döring	12.00 Uhr WORKSHOP 6 „Winepairing revisited - Portugiesische Weine zur täglichen Kost“ mit Sommelier & Tejo-Ambassador Sebastian Benthäuser	Exklusiv für Lehrende und Referenten	Exklusiv für zertifizierte Absolventen des Wines of Portugal Academy Level II
13:00	13.00 Uhr Präsentation Wines of Portugal 13 Weinregionen und die Regionen Alentejo, Lisboa und Tejo präsentieren ihre Weine • CVR Alentejo • Agri-Rancho Vinícola Vinho Verde, Porto und Douro • Carreira - Fundação Eugénio de Almeida Alentejo • Companhia Agrícola do Sangunhal Lisboa • Herdade dos Lagos Alentejo • CVR Lisboa • Idealvinhos Bairrada, Vinho Verde, Dão und Lafões • Lavradores de Fátima Porto und Douro • Monte da Rarasqueira Alentejo • Names Barata Wines Alentejo • Póças Júnior Porto und Douro • Quinta da Lapa Tejo • Quinta do Ortigão Beira Interior und Bairrada • CVR Tejo • Secret Spot Wines Vinho Verde, Trás-os-Montes, Porto und Douro, Alentejo • Vieira de Sousa - VinestiWines Porto und Douro					
14:00						
15:00						
16:00		16.00 Uhr WORKSHOP 4 „Douro - The Wine Grand Canyon“ mit Master Sommelier und Portugal-Experte Hendrik Thoma	16.00 Uhr WORKSHOP 5 „Weine aus Höhenlagen“ mit Sommière Stephanie Döring	16.00 Uhr WORKSHOP 2 „Tejo und seine Rebsorten - Solitare oder Teamplayer“ mit Sommelier & Tejo-Ambassador Sebastian Benthäuser		
17:00	Netzwerken beim Campus_01 17.00 Uhr Siegerehrung Wines of Portugal Open 2016 anschließend Chill out mit portugiesischen Weinen, Köstlichkeiten und cooler Musik.					
18:00						
19:00						
20:00						

Clarifications

Event: Inês Pinto | ines.pinto@viniportugal.pt +351 21 356 98 98; Sara Leitão | sara.leitao@viniportugal.pt +351 96 787 16 63

Billing: Luís Franco | luisfranco@viniportugal.pt | +351 21 356 98 90