

Circular

Externa

Alemanha



WINES OF PORTUGAL at WEIN am MAIN

Frankfurt – May 6th and 7th, 2017



REGISTRATION DEADLINE: March, 3rd 2017

GENERAL INFORMATION

With the objective of widen the Portuguese wines distribution in the German market and simultaneously enlarge the knowledge about Portuguese wines in this market, ViniPortugal will participate in the gastronomic reference event, **WEIN am MAIN** that will take place in Frankfurt, Germany.

WEIN am MAIN will happend for the 12th consecutive time at the Frankfurt Casino in the University- Campus Westend, where are expected 3200 visitors, mostly food culture professionals, media and consumers with high involvement in the wine industry.

In this event, with the duration of two days, **6th and 7th of May**, will also be organized a seminar for 50 consumers, conducted by the journalist and wine critic David Schwarzwalder with the purpose of developing the knowledge of portuguese wines.

This event promotion will be developed close to our media partners, the Frankfurt city magazine "*Journal Frankfurt*", as well as a cooperation with *Leser Frankfurter Allgemeine Zeitung* (FAZ)

The participation will be limited to 8 companies, with market distribution.

For more informations about this event, please visit the website: <http://www.weinammain.de/>

We are counting with your presence!

Condições de Participação

- Registration open to all EA's with distribution in the market
- These events require the physical presence of the EA or other representative of the winery;
- Subject to the "General Participation Conditions in ViniPortugal Events", not sparing document reading.
- Program financed by Domestic Market.

Participation Costs

- **Table cost:** 870€*+ VAT at the rate in force (maximum 10 references)

* For EAs that present **Port, Madeira or Azores wines** (wine that is not subject to promotional tax – D.L. n^o94/2012 of 20 of April, regulated by ordinance n^o 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 wine registered, there's an extra cost of **43.5€** to the registration base cost.

Each table allows the presentation of a maximum of 10 SKUs. If this limit is exceeded, a fee of **60€ per EA is applied** where limits of weight and wine references to present in each table remain the same.

Payment, Financial Conditions and Penalties

- **1st Payment: 50%** with table and wine inscription until **March, 3rd 2017** (payment after the deadline will feature a penalty of 25%);
- **2nd Payment:** the remaining **50%** until **April, 28th 2017** (payment after the deadline will feature a penalty of 25%);
Payments must be done by bank transfer to IBAN: PT500033.0000.00017405837.22 or by Check payable to ViniPortugal.

The EA is considered subscribed at the event from the moment of registration on the platform at ViniPortugal. But the **registration will only be finalized after the first payment**. In case of sharing of stand, the inscription is effective only for the purposes of allocation of space, at the time of full payment of the first installment, regardless of the number of economic agents. We won't accept registrations after 30 March 2017, even with a penalty.

Cancellation of registration

The cancellation of registration of an EA, on its own initiative, shall be permitted during the period of registration. This cancellation will only entitle the refund of 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 cancellation of the reservation will be 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 the invoice has not yet been settled, ViniPortugal reserves the right not to issue a credit note on the invoice, maintaining the amount due.

Services Included in the Participation Costs

The EAs will benefit from:

- Wine and merchandising transportation from Portugal to the event venue, according to the following limits:
 - 70Kg per table**;
 - 10 wine references 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 70Kg 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 (value 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 non predicted costumes taxes, are applied to fortified 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 50% payment proof until March 3rd 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 remaining payment until **April 28th 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

Space Allocation Criteria

The online 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 German, in 2016;
- Highest number of participations in ViniPortugal events all over the world in 2016;

Event location map



For Additional Information:

Event: Inês Pinto | ines.pinto@viniportugal.pt | +351 21 356 98 98 Sara Leitão | sara.leitao@viniportugal.pt +351 967871663

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