



Standard Bank
Private



THE 2024 MPUMALANGA WINE SHOW

This detailed booking guide has been created for your benefit and to assist you in securing a stand booking for your product. Please contact Monica on 011 482 5936 or monica@outsorceress.co.za should you require any additional detail.

Thursday 1st & Friday 2nd August 2024

The Arena
Emnotweni Casino – Mbombela

BOOKING DETAILS, STAND OPTIONS AND CHARGES

- All bookings will be acknowledged by e-mail as soon as they are processed. An invoice detailing the exact charges applicable will be sent with the booking confirmation. Payment must be made by deposit or bank transfer to the bank details supplied on the invoice by the appropriate deadline.
- Please DO NOT deposit any monies until you have been invoiced. This arrangement allows us to track all payments and is an effort to prevent duplicate and unidentified deposits.
- Please send proof of payment to monica@outsorceress.co.za with your EXHIBITOR NAME clearly marked. Please note: the exhibitor becomes liable for the full amount of the booking on submission of the booking form. **The booking is only secure on receipt of payment.**
- ALL INVOICES are payable in full upon RECEIPT of invoice. Bookings not paid for in full by the invoice due date will be cancelled in favour of a waitlisted booking.
- **Cancellation Policy:**
If cancelled up to 45 days of the date of the show: stand rental (less 20% for administration costs) is refunded. Thereafter, no refund, except at the organisers' discretion.

Stand Charges

Please refer to the detailed breakdown. All Rates quoted are EXCLUDING VAT @ 15%:

Loyalty Discounts

Exhibitors are eligible to earn Loyalty points on their #SBWineX MPUMALANGA booking. The **Platinum and Gold Loyalty programme** – in existence since 2008 for all WineX bookings, adjusted in 2014 to a point system – incorporates the regional wine shows' participation retrospectively since 2017.

Loyalty Discount Point system is as follows:

Regional shows: 1 point for each full stand booked

WineX: 2 points for each full stand booked (shared and alternative stands treated pro-rata)

Group Bookings

Group bookings (of six stands or more) will receive a discount of **15%** on the group booking invoice. A group is not restricted to six stands and can be designed to suit your needs. **Must be booked and paid for as one invoice.**

REGULAR FULL STAND

Early Bird Rack Rate (book & pay by 31st May): R5000 ex VAT

Late Rate (payment after 31st May): R6500 ex VAT

Excludes loyalty and group discounts

Open to all wine producers



Only one producer can be accommodated at the stand

Size of floor space: 2m x 2m

Includes:

Full trestle table of 1800mm x 750mm x 750mm

Overhead Signage

1 x Spittoon

1 x Ice-bucket with ice

2 x tasting glasses

Napkins

Crackers

Water

2 x complimentary exhibitor access armbands per night

Products permitted: A maximum of seven different line items on show – wine, estate brandy, olives and olive oil – for the full period of the show. Combinations of these are permitted provided total line items do not exceed seven.

Additional Branding: Exhibitors are permitted pull-up banners within their stand space. All banners must be placed within the footprint of the allocated stand and may not be placed in the aisles or in front of any emergency exits. Banners should not exceed a height of **1.8 metres** and a width of **1.5 metres**. Stands at the **perimeter of the hall** have the added advantage of a backdrop which can accommodate larger free-standing banners to a maximum height of **2.5 metres**. This cost will be for the exhibitor's own account.

GENERAL

- Admission to the show is only open to persons 18 years or older.
- Exhibitors are required to provide sufficient stock at their stands to provide tasting pours. Around 800 visitors are expected to attend #SBWineX Mpumalanga 2024. You may expect to pour between **2 and 4 bottles** of each wine per night.
- Exhibitors who hold a valid license permitting them to make off-consumption sales directly to members of the public at the Show with their own POS devices, are able to take orders at their stand.
- **Please note: Over-The-Counter sale of wine is not permitted under any circumstances.**
- #SBWineX Mpumalanga will provide support staff to exhibitors for the following:
 - Organisation, security and layout of wine storage area;
 - Organisation of wines on receipt from exhibitors/their agents/representatives;
 - Refrigeration of white, sparkling and dessert wines;
 - Daily delivery of wines to stands, prior to the start of the show, replenishment during the evening, removal at the end of each evening;
 - Providing and replenishing water, crackers, spittoons, ice and ice buckets.
 - Control in dispatching excess wine at the end of the show.
 - Cleaning staff will be provided for general cleaning of the stands and surrounds.

Terms and Conditions

The exhibitor shall not be entitled to cede or assign any of its rights or obligations arising from this booking to any third party without the prior written consent of the show organisers.

