



## **Classic wine events presents**

# **BALTIC WINE EVENTS**

**Classic Wine Events Belgrado - Hotel Radisson Collection, 26 October 2022**

**Classic Wine Events Sofia - Hotel Kitchen59, 28 October 2022**

Classic Wine Events is a BtoB event that will take place in the main capitals of Northern and Eastern Europe. It allows European wine producers to directly meet importers and operators who supply both the on-trade and off-trade and online segments - as well as F&B managers of hotel chains, restaurateurs, small distributors, opinion makers, experts and journalists in the sector.

Classic Wine Events is an event intended for the participation of a limited number of companies from all over Europe. The goal is to present the wines of those producers who are not yet present on the markets or who want to strengthen their presence on the market and to make themselves known by the main local operators. For those wineries already present there will be the opportunity to consolidate their market position and have a secure visibility among all retail operators, Horeca and local opinion makers.

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## Event program

**Event set-up**  
**13:00 - 13:30**

The exhibitors will prepare their own table with wines and materials.

**Introduction to the market**  
**13:30 - 14:00**

Short market brief for all exhibitors.

**Walkaround tasting**  
**14:00 - 18:00**

All importers and professionals are invited to taste at the exhibitors' table.

Participation fee for 1 event	<b>1500 €</b>
Participation fee for 2 events	<b>2800 €</b>
Early bird fee for 1 event (due date 15st of September)	<b>1400 €</b>
Early bird fee for 2 events (due date 15st of September)	<b>2700 €</b>

24% VAT will be added to the amounts if the company is not included in the VIES circuit.

### **Included services in the participation fee**

- General organization
- Company tasting area consisting of: table, tablecloth, 2 chairs, ice-bucket, ice, glasses and napkins. The table will be indicated with the name of the winery;
- Pre-event and logistic assistance-room and equipment rental;
- Event promotion to selected targets: importers, journalists, opinion makers, restaurateurs, F&B managers, trade associations;
- Online catalogue;

Travel, stay, product shipping and other items not listed above and / or in the attached Regulations and Conditions for participation will be borne by the participating companies.

Classic Wine Events is responsible for the organization and administrative management of the event.



### **Admission request**

For the purposes of drafting the online catalogue, wineries who want to participate are requested to send by email the company logo, the Form of Participation for admission and the company form.

The application form, duly completed and signed, must be sent by email to [events@classicwineevents.com](mailto:events@classicwineevents.com) together with the company form within 15 days before the event.

### **Terms of payment**

A payment of a fee covering 30% of the total must be paid at the time of confirmed membership (non-refundable fee). Within a week from the date of the event it will be necessary to pay the remaining 70%. Classic Wine events will send a regular invoice for the payment fee.

### **Contact details**

Classic wine events  
Väli-Henttaantie 4 A  
02250 Espoo

Luca Di Marcangelo  
E-mail: [info@classicwineevents.com](mailto:info@classicwineevents.com)  
Mobile: +358 45 128 07 82

Päivi Korjonen  
E-mail: [finland@classicwineevents.com](mailto:finland@classicwineevents.com)  
Mobile: +358 456386130

Anna Pedercini  
E-mail: [events@classicwineevents.com](mailto:events@classicwineevents.com)

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## FORM OF PARTICIPATION

To be completed and returned together with the COMPANY FORM no later than 15 days before the event to [events@classicwineevents.com](mailto:events@classicwineevents.com).

<input type="checkbox"/>	<b>Belgrade</b> Participation fee: includes a table for displaying products during the commercial workshops and equipment for tasting.	<b>€1500</b>
<input type="checkbox"/>	<b>Sofia</b> Participation fee: includes a table for displaying products during the commercial workshops and equipment for tasting.	<b>€ 1500</b>
<input type="checkbox"/>	<b>Belgrade+Sofia</b> Participation fee: includes a table for displaying products during the commercial workshops and equipment for tasting.	<b>€ 2800</b>
<input type="checkbox"/>	Early bird fee for 1 event (due date 15st of September) Participation fee: includes a table for displaying products during the commercial workshops and equipment for tasting.	<b>€1400</b>
<input type="checkbox"/>	Early bird fee for 2 events (due date 15st of September) Participation fee: includes a table for displaying products during the commercial workshops and equipment for tasting.	<b>€ 2700</b>

With this application for admission to the mentioned initiative, we declare that we have received and read the proposal and the conditions set out in the annex “General Rules of Participation”, to approve and accept them in full without reservations.

*COMPANY NAME .....		*VAT - P.IVA .....	
*COMMERCIAL NAME TO APPEAR ON CATALOGUE .....		*PHONE .....	
*ADDRESS .....	*CITY (REGION) .....	*ZIP CODE .....	
*EMAIL .....			
*PRODUCTS FOR THE EVENT (APPELLATION, COMMERCIAL NAME, VINTAGE)			
NOTE: .....			
Web page .....		Contact person .....	

Date

Stamp and signature of the company

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## REGULATION AND GENERAL CONDITIONS OF PARTICIPATION

ART. 1. PARTICIPATION. European companies, duly registered, which are directly liable for compliance with the participation rules by their appointees or local representatives are eligible to participate. European organizations such as federations, associations, public and private bodies and consortium are also allowed to participate. Also for these subjects, as well as for the companies admitted through them, all the rules contained in these "Regulations" are in force together with those contained in the communications that will be issued for the specific initiative. The term "company" used herein "Regulation" also applies to the bodies and entities referred to above who request to participate in the initiative in reference.

ART. 2. APPLICATION FOR ADMISSION AND EXCLUSIONS. Participation in the initiative can only be advanced by submitting the "application for admission" form. The printout provided must be returned within the terms indicated for the specific initiative. The "applications for admission" received within the established terms, duly completed and signed, are taken into consideration as a matter of priority. Applications must be signed by the legal representative of the company with a stamp bearing the company name. We reserve the right to accept applications for admission. Companies that: are not up to date with the payments due are excluded; they have not shown sufficient commercial seriousness, causing justified complaints or protests by local operators; they have not observed rules and regulations imposed by the individual foreign trade fair bodies organizing the events or laws of the host country; have abusively used the trademarks of other companies. In any case, any failure to accept the application for admission will be communicated to the company with an indication of the related reasons.

ART. 3. PARTICIPATION FEE. The participation fee has the nature of a competition for the complex of expenses to be incurred for the implementation of the initiative and is therefore not attributable to individual services. This fee, indicated in the proposal relating to the specific initiative, is defined as a lump sum and does not include VAT if the company is registered in the VIES system, where due. The participation fee may, for unexpected reasons, be subject to increases. By signing the "application for admission", the company undertakes to support any greater burden as long as it is contained within a maximum of 10%. The services included in the participation fee are indicated in the proposal relating to the specific initiative.

ART. 4. ADMISSION AND ASSIGNMENT OF THE EXHIBITION TABLE. Admission to the initiative is given by email confirmation. The assignment of the exhibition tables is decided taking into account the organizational, functional, technical-design needs and the optimal overall setting of the initiative. We reserve the right to change the location of the assigned table at any time, if needs and / or circumstances require it, without any right on the part of the exhibitor to indemnity or compensation. It is not permitted to sublet or transfer all or part of the assigned display table to third parties. It is not allowed to host other companies on one's table or exhibit products without prior written agreement.

ART. 5. PAYMENTS AND REFUNDS. By signing the "application for admission", the company undertakes to pay the amount due. A week after the deadline for submitting the application for admission, confirmation of the initiative will be sent by e-mail, together with the issuance of the invoice for the amount to be paid. This invoice shows the amount due, the methods and terms of payment (generally within 7 days from the date of the invoice). In the event of a change in dates or cancellation of the initiative, due to force majeure or otherwise independent of the will of the Organization, the Organization itself will, within 60 days from the date of communication, only refund the amount paid by the company. In the event of a change in the date, the return will take place within the limits indicated above only if the company does not reconfirm its membership. If the company has not paid the amount due, it loses any right to participate.

ART. 6. PERFORMANCE CHARGED TO THE EXHIBITING COMPANY. These are the responsibility of the exhibiting company which will have to provide on its own, unless otherwise indicated, for: shipments-transport-delivery of samples to their destination in the assigned area / location, and possible return, with operations customs and related practices; arrangement of samples on display within the area / location, including handling, opening-closing of packaging storage; particular and / or additional furnishing-fitting supplies beyond those indicated for the specific initiative, subject to authorization from the Organization; insurance against transport risks, damage and theft of material samples displayed before, during and after the event; travel and accommodation with related bookings. The procurement of staff for the stand and the installation of other equipment can be requested from the Organization, it being understood that the related costs will be borne by the participating company.



ART. 7. EQUIPMENT AND ARRANGEMENT OF THE EXHIBITION TABLE. The display table is provided as indicated in the proposal of the specific initiative. Any requests for changes or additions presented on site can be satisfied within the limits of the possibilities and with a separate charge. At the end of the initiative, exhibitors must return the assigned table and furnishings / equipment in the same condition in which they were delivered. Any damage caused by them is the responsibility of the exhibitors. The writing requested by the participating company for the rider positioned on the table can be summarized and / or modified by the Organization where necessary due to space requirements or to ensure uniformity of presentation of the graphics. The display of any posters, signs or other advertising or promotional material may be limited or subject to the authorization of the Organization in the presence of decorum, image and compliance with the laws and ethics in force in the host country.

ART. 8. SAMPLE ARRANGEMENT AND PRESENTATION. The exhibitor or his representative undertakes to be present at his / her table to arrange the samples within the deadline indicated for the specific initiative. Furthermore, the exhibitor undertakes, before the closing of the event, not to leave the exhibition space, and not to start the disassembly or repacking of the samples. Failure to comply with this rule, if causing damage to the image of the event, may result in exclusion from other initiatives of the Organization. The Organization, after verification, reserves the right to withdraw from the exhibition those products, objects or furnishings that are not in line with the image of the event, with the theme of the initiative, with these regulations and the laws of the country where the initiative takes place.

ART. 9. WAIVERS. The company that is unable to participate in the initiative must immediately send a written communication to the Organization by e-mail. If the waiver is notified by the Organization within 10 days from the date on which the confirmation of admission to the initiative was communicated, only the 30% deposit will not be refunded. After this deadline, the company is required to pay the full amount due, necessary to cover the costs committed and / or incurred by the Organization for the implementation of the initiative.

ART. 10. COMPLAINTS. Any defects in the fulfillment of the obligations assumed by the Organization, must be immediately challenged by the company admitted to the initiative with a detailed written complaint, in order to allow for its verification and removal. The Organization will be liable for any damage resulting from defects ascertained within the maximum limit of the participation fee paid by the company for the specific initiative.

ART. 11. COMMUNICATION-ADVERTISING ACTIONS. While ensuring the most attention and care, the Organization is not liable for any errors and omissions that may have occurred in the various communication-advertising actions carried out for the specific initiative (brochure / catalog, press advertisements, etc.)

ART. 12. TRANSPORT, FREIGHT FORWARDERS, CUSTOMS FORMALITIES. For this initiative, the Organization reserves the right to report, for any good operational-logistic purpose, a licensed local importer who deals with the shipment and completion of customs procedures and the introduction or handling of goods within the of the exhibition area. The Organization is not responsible for the performance of the reported local importer. The relationship between the importer and the exhibitor is direct. The exhibitor is required to comply with the country of producer customs regulations and those relating to the country of the event by preparing the necessary documentation. The exhibitor is in any case responsible before the laws of the country for the introduction or export of materials or products for which prohibitions or restrictions apply.

ART. 13. INSURANCE. The participation fee does not include any insurance. The organization is not responsible for loss or damage to products on display and / or any other property of the exhibitor, its representatives, guests and visitors, as well as for any accidents in which they may be involved.

ART. 14. TRAVEL ORGANIZATION. The Organization reserves the right to report, for any good operational-logistic purpose, one or more travel agencies for the organization of the trip, the management of hotel and air reservations, etc. No responsibility can be charged to the Organization for inefficiencies that may occur. The relationship between the Agency and the exhibitor is direct.

ART. 15. STAFF FOR THE STAND. The Organization offers a personal search service for the stand (interpreters, hostesses, etc). While ensuring the utmost attention in the choice, no charge can be made to the Organization for any disputes with these employees. The relationship between said staff and the company is direct.

ART. 16. JURISDICTION. For any disputes that may arise between the Organization and the companies admitted to participate in the event, only the Helsinki court will be competent.

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REGULATION (EU) 2018/1725 OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL  
of 23 October 2018

Your personal data will be processed to offer the services you have requested.

The treatment will take place on paper and / or computerized. The data will be communicated and disseminated to other public or private entities to fulfill specific legal obligations or for all the activities strictly necessary for the performance of the office functions.

The provision of data marked as mandatory is essential to use the requested service, any refusal to provide such information will not allow the provision of the same. The provision of data marked as optional is exclusively aimed at the possibility of offering a more personalized service; failure to provide them, therefore, will not affect the provision of the service.

Regulation (EC) No 45/2001 and Decision No 1247/2002/EC