

THE WINE PLEASURES WORKSHOPS – 2009/10 BUYERS APPLICATION FORM

Please tick which workshop(s) you would like to attend.

- BUYER MEETS OLD WORLD CELLAR (10 – 12 November 2009)
- BUYER MEETS IBERIAN CELLAR (10 – 12 February 2010)
- BUYER MEETS ITALIAN CELLAR (17 – 19 May 2010)
- REVERSE TRADE MISSION TO SPAIN (10 – 15 February 2010)
- REVERSE TRADE MISSION TO ITALY (17 – 22 May 2010)

Please complete fully the following application form.

1. COMPANY DETAILS

Company Name:

Postal Address:

Web:

Tel: Fax:

2. PERSON(S) WISHING TO ATTEND

First representative

Mr Ms

Last Name:

First Name:

Position in company:

Languages spoken:

Direct Line: E-mail:

Note: If you wish to be accompanied by other persons who work as buyers in your company, and who are qualified to talk to wineries independently during meetings, Wine Pleasures will provide accommodation in a twin room at no extra cost.

Second representative

Mr Ms

Last Name:

First Name:

Position in company:

Languages spoken:

Direct Line: E-mail:

3. COMPANY PROFILE

Number of staff employed: Part time Full time

Year of foundation:

Our company is registered in: City Reg N°

Membership in professional associations:

.....

Storage capacities:

Turnover 2007:

Average order quantity from 1 supplier (N° bottles):

Average n° of orders from 1 supplier per year:

Number of bottles imported in 2007:

Of this total, what % were imported from:

..... Spain

..... France

..... Italy

..... Portugal

..... Other

4. PRODUCTS AND MARKETS

We are a wine (please tick):

Importer

Retailer

Wholesaler/Distributor

Agent/Broker

Other (please specify):

Our customers are :

Wholesalers

Supermarkets

Retail shops

Private customers

Mail order sales

- HORECA
- Duty free, airlines
- Other (please specify):

What kind of wines are you linterested in looking at?

- Red
- White
- Rosé
- Sparkling
- Vinegar
- Sweet
- Organic
- Other (please specify)

Price range (please tick)

- Up to 5,99 Euros
- 6 - 12,99 Euros
- 13 – 25 Euros
- More than 25 Euros

With which Designations of Origen (if any) do you have a preference to establish contacts with?

- 1.
- 2.
- 3.

5. CURRENT REFERENCES

Please indicate on a country by country basis which wines (still, sparkling, sweet, organic, DO) you already import and from which winery.

.....

.....

.....

.....

.....
.....
.....
.....

6. ADDITIONAL INFORMATION OF INTEREST FOR THE PARTICIPATING WINERIES (Please do not leave blank)

.....
.....
.....
.....
.....
.....
.....
.....
.....
.....

I have read and agree to the Buyers Terms and Conditions.
Please save a copy of this form.

BUYERS TERMS & CONDITIONS

1. GENERAL

By completing and submitting the Buyer Application form, the Buyer understands that their registration must be confirmed, in writing by Wine Pleasures, before participation is allowed. Buyers are only guaranteed a place when the non refundable Registration fee of 65 Euros per person per event is received.

2. LIABILITY AND INSURANCE

Wine Pleasures or the hosting function hotel are not liable for any claim of theft, damage of property, or injury sustained while participation takes place. In the event of cancellation of the programme, or any part thereof, due to civil discord, terrorism, military action or natural events occurring without fault on the part of Wine Pleasures, there shall be no refund of fees paid nor refund of travel costs or expense already incurred in conjunction with your registration in the event.

The Buyer is responsible for all travel arrangements and costs incurred to & from the event except scheduled transfers from specified airports. It is the Buyer's responsibility to secure and pay any fees in relation to a visa for the country where the Workshop is taking place.

3. PARTICIPATION

The Buyer understands that their presence is required throughout the duration of the workshop. The Buyer shall not take part in non-Wine Pleasures functions which would preclude their attendance at all published and scheduled Wine Pleasures activities.

The Buyer shall also not participate in winery visits or FAM trips sponsored and supported by companies and organisations not actively participating in the Wine Pleasures event. No family members, friends or business partners of the Buyer who are not officially registered shall be admitted to the Workshop unless previously agreed in writing prior to the workshop.

The buyer agrees to have secured a minimum of 12 appointments prior to the event taking place. If a significant number of scheduled appointments are missed, the buyer will be fully and solely responsible for all hotel accommodation charges..

4. HOTEL ACCOMMODATION

Wine Pleasures reserves the right to accommodate buyers at the host hotels for a maximum of 2 nights (or 4 in the case of attending two events back to back) and will sponsor meals throughout the event as listed in the event programme. Wine Pleasures requires a current credit card to guarantee the accommodation booking. Any miscellaneous charges (extra night(s), room service, telephone calls, business centre services, etc.) incurred during the Buyer's stay will be at their own expense.

A minimum charge of one night accommodation will be applied to any Buyer who does not arrive on the given day 1, without 24 hours prior notice of delay or change to Wine Pleasures from the Buyer.

5. CONCLUDING PROVISION

Wine Pleasures shall have full power to interpret and amend the above mentioned terms & conditions which in its discretion shall be in the best interest of the Workshop. The Buyer understands that the information contained in the Workshop material constitutes part of the registration contract, and agrees to conform to all terms & conditions.

Should a Buyer fail to comply to Wine Pleasure's terms & conditions in conjunction with participation in a Wine Pleasures Workshop, the buyer will be denied any further participation in any Wine Pleasures hosted events. Any misconduct will also incur that the Buyer will be denied any further participation in any Wine Pleasures hosted events.