

Fair Regulations

(last update 27 June 2019)

1 - Organiser

Millésime Bio is a trade fair organised by Sudvinbio.

2 – Date and location

27th Millésime Bio will be held at Montpellier Exhibition Centre, Route de la Foire, 34470 Pérols, France, on 27, 28 and 29 January 2020. The opening hours for visitors are as follows:

Monday 27 January 2020 from 10am to 7pm

Tuesday 28 January 2020 from 9am to 7pm

Wednesday 29 January 2020 from 9am to 5pm

3 – Sanctions for not respecting the fair regulations

Any case of not respecting the fair regulations could lead to the exhibitor being **excluded from the show immediately, excluded from the show for a period of one to three years, warned, or required to pay a settlement fee**. The exclusion of a sector or a company leads to the exclusion of all companies belonging to the same owner or group.

4 – Compliance of wines on show

The exhibitor pledges not to show wines which are only in the process of conversion towards organic certification, or conventional wines. In all cases, control certificates must be based on definitive procedures and not interim procedures. The grape certificate is not sufficient; the certificate of the finished marketed product presented at the show must be provided. Sudvinbio will organise unannounced inspections during the show. **You'll be penalised for showing any wines that are not certified organic (opened and unopened bottles) (see article 3).** Exhibitors must come to the show with certificates for all their wines.

Products presented at the fair must bear a label with required information on organic production methods (regulation (EC) 834/2007 articles 24 and 25 detailing the compulsory information).

In the event of provisional labels being used, these must show the name of the wine, the name of the bottler, a reference to organic certification, the name/code of the certification control body, the volume in centilitres and the alcohol content.

5 – Admission

Those admitted to exhibit: individuals and/or companies producing, making, packaging and/or marketing WINES MADE FROM ORGANICALLY GROWN GRAPES and ORGANIC WINES (from the 2012 harvest). The production of these wines must be in compliance with the currently applicable European regulations (EC 889/2008 and EC 834/2007 completed by the rules for organic vinification since 2012) and certified organic by an official control organisation registered with the competent authorities. Flavoured drinks made from organic wine, beer, cider and spirits are also acceptable for tasting, which must comply with European regulations for organic products.

Exhibitors can book a **Winegrower** stand (maximum one winery) or a **Shared** stand. A **Shared** stand accommodates two wineries maximum, or a cooperative, or a wine merchant, or an agent, or a broker, or a registered winegrowers' association (Sudvinbio reserves the right to ask for company records if required).

French winegrower-merchants, whose commercial activities exclusively concern the sale and marketing of wines from grapes produced on their own estate(s), must provide the harvest declaration from their estate(s) and their merchant production declaration (SV12). These documents will enable us to determine the applicable stand rate (Winegrower or Shared). If the merchant activities exclusively concern the estates for which the exhibitor is the owner, the Winegrower rate may be applied.

Any exhibitor showing non-estate wines must be registered as a wine merchant (for a Shared stand).

Wine merchants who sell in bulk and/or package wines made from organically grown grapes/organic wines must be certified organic by an official control body which is duly approved by the authorities, and this for all of the wines and vintages presented.

Agents and brokers selling wines made from organically grown grapes/organic wines already bottled by a winegrower must provide an organic agriculture certificate for each wine and vintage presented.

Wines must be produced in a European Community member country and/or third party country whose regulations are seen as being equivalent to the EU organic regulations by the European Commission (article 33.2 of regulation CE834/2007) and/or within the framework of controls carried out by an equivalent authority or inspection body, i.e. empowered to certify products based on the recognised organic specifications equivalent to the EU organic regulation in accordance with Article 33.3 of the EC regulation 834/2007. Equivalent certification agencies are listed in annex IV of regulation (EC) 1235/2008.

Also accepted: wines which are certified in accordance with the USDA's (United States Department of Agriculture) National Organic Program (NOP), section 205 of chapter 7 of the Code of Federal Regulations, in all certification categories: "100% organic", "organic" or "made with organic grapes".

Important reminder: organic products which are sold in the EU zone need to be certified in accordance with European regulation EC 834/2007.

Estates/companies regularly and exclusively taking part in Millésime Bio (exclusively for the show's dates and opening times) will get priority from the organiser.

6 – Registration pack

The exhibitor must complete a registration pack before his/her participation at the show is finally approved. To do this, all exhibitors must:

- a. Provide a copy of certificate complying with organic production methods for all wines on show (see article 4)
- b. Accept the fair regulations
- c. Pay the registration fees in full.

The organising committee will process all registration applications and reserves the right to refuse applications. In the event of refusal, Sudvinbio will not refund the application fee of €100 incl. French VAT (France + outside the EU zone) or €83.33 excl. French VAT (EU zone).

7 – Deadline for returning the registration pack

We must receive the registration forms by 15 September 2019. Only complete applications will be considered. After this date, applications for Millésime Bio must be addressed to the Sudvinbio board, which will decide on a case by case basis.

8 – Registration fees

Full payment of registration fees must be sent with the registration forms by 15 September 2019 at the latest. If the exhibitor decides not to attend before 15 September 2019, Sudvinbio will not refund the application fee amounting to €100 incl. French VAT (France + outside the EU zone) or €83.33 excl. French VAT (EU zone). If the exhibitor decides not to attend after 15 September 2019, Sudvinbio will not be liable to any refund.

9 – Exhibitors' list

The full version of the exhibitor's guide will be dematerialized. A map of the fair with a simplified exhibitor guide will be printed and offered to all visitors. For optimal presentation in the list of exhibitors in the various supports (folding map, internet, app...), the exhibitor is fully responsible for entering all their personal data online. This must be done in the online portal between 1 October 2019 and 15 November 2019. Failure to enter data will result in the exhibitor not being included in the exhibitors' list.

Number of company profile presentations in the exhibitors' list included in the price of the stand:

- Winegrower stand / cooperative / wine merchant / agent / broker / winegrowers' association: 1 presentation
- Shared stand with 2 wineries: 2 presentations

Additional presentations will be invoiced at a one-off price of €900 incl. French VAT (France + outside the EU zone) or €750 excl. French VAT (EU zone).

10 – Publishing of exhibitor data

The exhibitor accepts to have data published and put online on all the media used by the fair organizer: website www.millesime-bio.com, smart phone application, etc.

11 – Allocation of exhibition space

The fair layout, floor plan and distribution of stand space are determined by Sudvinbio which is solely responsible for stand layout and allocation. The criteria applied when allocating stands is dependent on receiving the fully completed exhibitor registration pack by Sudvinbio, and the show's unique characteristics of mixing regions and countries. For stands shared by 2 estates/companies, both sets of forms must be completed before both estates/companies can be confirmed as registered. The date when the last of both sets of forms is received is taken into account when allocating places.

12 – Request for adjoining stands

As the mix of countries and regions is one of the specificities of the show, large groupings are prohibited. Sudvinbio cannot accept requests for stands side-by-side between different exhibitors. Only stands booked and presented under a single company name may be side-by-side. **However, the counters cannot be moved to be joined together.** The organiser may propose to the exhibitor a removable connection system. If a company books more than 2 stands in its name, they will be distributed on a 2-by-2 basis in the same hall.

13 – Installation of exhibitors

Prior to the official opening of the fair, it is compulsory for exhibitors to install their stands on Sunday 26 January 2020, between 4pm and 7pm, or on Monday 27 January 2020, between 7:30am and 9:30am. On Tuesday 28 and Wednesday 29 January 2020, exhibitors must arrive at the fair between 8am and 9am.

14 – Presentation of stands

Each exhibitor will be provided with a stand composed of the following elements and services:

1. 1 high counter (length 185 cm)
2. 2 stools
3. 1 spittoon
4. Tasting glasses
5. Glass cleaning service
6. Ice and mineral water, available in self-service
7. A company profile presentation in the different versions of the exhibitors' list (reliant on exhibitors keying in their data, see article 9)
8. Company signage. No signage should be common to several tables other than this signage

NOT provided: cork screws, cooling buckets, bread and cheese or other tasting accompaniments. The stand will not have individual access to water or electricity.

It is forbidden to place posters, signs, notices, etc. in front of, behind or around the stand. Personalization of each stand is strictly limited to the arrangement of the presentation counter provided. Exhibitor signs on the counter must not exceed a height of 180cm, including the counter height. If the organiser installs a sign-post for the stands, the only communication authorised is that provided for the sign-post by the organiser.

Exhibitors may not leave or dismantle their stands until the end of the fair. Apart from in exceptional circumstances, which must be fully explained to the organiser, the exhibitors commit to remain at their stand until the show closes on 29 January 2020 at 5pm. Early departures, without justification, may be subject to sanctions (see article 3).

15 – Lunchtime catering

A paid-for service with several options:

- Traditional lunch in the dedicated hall
- Different fast-food options inside and outdoors

Meals prepared using certified organic produce, and local produce when possible. Vegetarian options available.

Sudvinbio will give further details about the catering arrangements before the show begins.

16 – Delivery of samples: paid-for logistics service

For exhibitors unable to transport their samples to the fair, a paid-for service is open to all exhibitors in partnership with the transport and logistics company Alter Ego. Alter Ego will manage the reception of samples from arrival at the depot and transfer to the Exhibition Centre prior to the fair, until collection from a dedicated distribution desk upon the exhibitor's arrival at the Exhibition Centre, on Sunday 26 January 2020, between 4pm and 7pm, or on Monday 27 January 2020, between 7:30am and 12pm. **Maximum authorized:** 20 parcels with a maximum limit of 120 bottles.

Transport from the initial address to the Alter Ego depot is not included in the price. Exhibitors are consequently free to choose their own transport agent. Alter Ego and Sudvinbio may not be held responsible for any incidents, theft or damage to bottles during transport from the estate/company to the Alter Ego depot.

1 paid-for logistics service = 1 exhibitor!

If transport is organised for several exhibitors, each exhibitor must order and pay a logistics service charge prior to shipment. If transport is organised together for several exhibitors from countries outside France, each exhibitor must provide the relevant export documents.

Particular attention must be given to shipments from non-EU countries: it is essential to check that your transporter is authorised to deliver DDP (Delivered Duty Paid). If this is not the case, the shipment may be detained by French customs, destroyed or returned, and you will be invoiced for extra costs. To reduce risk, we strongly advise that you use the services of a freight forwarder rather than an express delivery provider.

Deadline for reception by Sudvinbio of order forms for sample shipment: 15 September 2019. After this date: please contact Sudvinbio.

Very important: in order to prevent shipments being refused or placed in quarantine, please carefully read over the full procedure sent by Alter Ego once the order is paid for and confirmed. Registration with the logistics service is final and non-refundable.

17 – Visitor invitations

Invitations are dematerialised. Exhibitors can invite their contacts via their online personal portal. Exhibitors promise to restrict invitations to the wine trade only (wine retailers, importers, wine merchants, sommeliers, hyper-supermarkets, mail order, HORECA, etc.). Other trades, especially suppliers of viticultural material, will be refused access to Sudvinbio.

18 – List of pre-registered buyers no longer to be disseminated

Following complaints from visitors who have been subjected to excessive sales-related mailing from exhibitors, the organising committee has decided no longer to communicate the list of pre-registered buyers to exhibitors.

19 – Cleaning and maintenance of the stand

The exhibitor undertakes to ensure the cleaning and cleanliness of his stand throughout the duration of the fair. A cleaning kit will be available on each stand. The exhibitor undertakes not to damage any of the furniture made available to him. In the event of proven damage, the organiser reserves the right to charge for cleaning or repairs.

20 – Theft on the stand

Sudvinbio cannot be held responsible for any theft and/or damage at the stand. We recommend removing items of value while the fair is closed.

21 – Insurance

Exhibitors must be covered by a personal liability insurance policy.

22 – Image rights

A professional photographer is appointed by Sudvinbio to take pictures during the show. Unless otherwise indicated, the exhibitor accepts that these pictures, as well as films and other recordings, can be used freely by Sudvinbio for the promotion of the show (leaflets, press kit, articles in the press etc.).