

ENGLISH & WELSH WINE FAIR

Plus Cheese and Wine Pairing Masterclass



With Oz Clarke OBE & Tom Surgey



The Event for the Wine Industry

EXHIBITOR PACK

1 JUNE 2023

Held Annually at Plumpton College, The UK's Centre of Excellence for Wine Education

Grape Vine Events Ltd, The Oast House, Potters Lane, Hawkhurst, Kent TN18 5BB Tel: 07777 606056 email: office@grapevine.events

Organised by:



Hosted by:

OZ Clarke OBE & Tom Surgey



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About Viti-Culture

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Viti-Culture is a one day free to attend event that focuses on technical developers, innovators, suppliers and services directly or indirectly involved in Wine Production - from Soil to Cellar - and we are proud to provide a showcase for interested and prospective growers to come and speak to experts and find out more about any aspect of wine production. Whether you have an already established vineyard and winery, are looking to plant, or want to invest in your own production facilities, numerous exhibitors, from vineyard consultants, to land agents, specialist machinery manufacturers and dealers, winery equipment suppliers, agronomists, brand and packaging specialists, and professional service providers attend Viti-Culture to advise on every aspect of establishing and managing a vineyard, to producing, packaging and marketing the wines. Alongside all of this, there is always a full itinerary of high quality seminars throughout the day that visitors have come to expect.

New Developments for 2023!

English and Welsh Wine Fair

For 2023 we have extended the event into the late afternoon incorporating an English Wine Fair and ticketed Wine Tasting Masterclass with the Three Wine Men's Tom Sturgey and Oz Clarke OBE, also our Show Patron. This supporter, buyer and consumer English Wine tasting evening encouraging wine-lovers and students of Plumpton College to attend. As the Patron and an extremely high-profile wine expert Oz Clarke will co-host the event. He will be joined by Tom Sturgey, also well-known as an expert wine presenter and lives locally in Lewes and has a good network of wine-loving followers in this area.

Oz and Tom will welcome guests to the tasting and give a brief introductory speech at the beginning of the tasting. They will mingle among the guests introducing them to the range of wines available at stands and endeavour to visit all stands and introduce visitors to as many producers and wines as possible during the event.

Producers are invited to take a space within the marquee to showcase their wines to the general public, buyers, hospitality and merchants. We have a limited number of spaces and in support of the industry this space is offered free of charge and on a first come first served basis. Each 3x2m space will be provided with a 1.8m trestle table and tablecloth. Additional space and furniture are available at a small cost. Attendance will be promoted via email to our database and on social media channels.

We will also be supplying a shuttle minibus to Lewes town centre and station to encourage attendance from the locality and out of area visitors.

Cheese and Wine Pairing Masterclass

In addition to the fair there will be a paid for ticketed Masterclass Wine and Cheese pairing session led by Oz and Tom.

If you are interested in your wines featuring in the masterclass, please tick the box on the booking form where indicated.

We have developed the fair to provide a dual-purpose event for English and Welsh wine producers to maximise the benefit of attendance from both a visitor and exhibitor perspective to appeal to those travelling from further afield and taking time away from the vineyards.

In other news -

We are delighted to host the 2023 UK Sabrage Tournament. The first tournament was held in 2021 and was an instant success. We are incredibly proud to be the home of the only UK competition!

Plumpton College Careers in Wine

Plumpton Wine Centre is of course the centre of excellence for wine education in the UK and so we will welcome degree students alongside visitors from across the country. What better way to future-proof your business than by forging links now with the future of the industry!

Plumpton College will be hosting a Careers in Wine area within the exhibitor space throughout the day and prospective, future, current and past students will be invited to attend the event by both ourselves and the college, giving them opportunity to discuss their career in wine.

The GVE Team, our Sponsors and Supporters look forward to welcoming you!

Grapevine Events:

Karen Wheeler, Director GVE Ltd

Tel: 01580 753206 / 07777 606056 E; karen@grapevine.events

Lynsey Denness, Marketing & Events at GVE Ltd

E; lynsey@grapevine.events

EXHIBITORS DETAILS

(Please type or use block capitals if writing by hand)

Company Name:		
Address: <small>(Please include postcode)</small>		
Booking Contact Name:		Tel:
Contact Email/s:		
Marketing Contact Name: <small>(for social media and show guide adverts)</small>		Tel:
Marketing Contact Email address:		
Accounts Contact Name:		Accounts email:
Event Day Contact:		Mobile Tel:
Website Address:		
Social Media Accounts <small>(If none please state none)</small>	Twitter:	Facebook:
	Instagram:	LinkedIn:
Are you Interested in your wines featuring in our Wine and Cheese Pairing masterclass with Oz Clarke and Tom Surgery?	Yes <input type="checkbox"/> Detail (if any at this stage)	

STAND REQUIREMENTS FORM

(Please type or use block capitals if writing by hand)

Trade Space in Marquee

Booking subject to availability.

Prices are subject to VAT

Please tick your preferred option.

3m x 2m with 1.8m trestle table and tablecloth

FOC

6m x 2m with 2 x 1.8m trestle tables and tablecloths

£150.00

Any company wishing to book larger areas must contact us for a quote.

Details of your requirements:

Each trade stand includes a free listing with your logo and a link to your website on the official show website – www.viti-culture.com and in the Official Show Guide and Show Preview, being produced by Viti-Culture. Please send 50 words and your hi-res logo to: office@grapevine.events no later than 30 April 2023.

Additional Extras (subject to availability, plus VAT)

	Price per unit	Quantity	SUB TOTAL £		Price per unit	Quantity	SUB TOTAL £
Café style table (0.8m) chrome	£8.75			1.8m x 0.75m trestle table	£7.50		
Large round 1.5m table	£9.75			Aluminium bar stool	£10.00		
Chrome bistro chair	£5.25			Poseur table	£23.25		
Folding white resin chair	£4.50			ADDITIONAL EXTRAS	OVERALL TOTAL £		

Notes:



ADVERTISING PACKAGES

Please complete this form (using capitals if by hand).

The Viti-Culture Show Preview and Show Guide will be produced both in electronic and hard copy versions. They will be available as a download from the show website, via social media links and distributed to our extensive database free of charge.

We are producing a special A5 'Show Guide' book for distribution on the day of the show, as well as a show preview in May published electronically.

Every exhibitor receives at free listing along with a company logo within the Show Guide. You can purchase additional advertising.

For advertisers that take an advert in the Show Guide we will provide a free advert in the Show Preview, as detailed.

In addition, Viti-Culture produces a fortnightly eBulletin with industry news and information that will also support the show. These will be sent to our comprehensive viticulture database with more than 3,500 contacts, published on the Viti-Culture social media platforms and back copies will be archived on the www.viti-culture.com website.

Deadline without exception 30th April 2023.

PLEASE COMPLETE TO BOOK YOUR ADDITIONAL ADVERTISING

Trade Stand Name:

Artwork Contact Name:

Email Address:

Tel:

Artwork Attached:

Yes:

To Follow:

RATES (2023)

ADVERT SIZE

(please tick to select)

PRICE

(Excluding VAT)

FULL PAGE

(includes ½ page in the Show Preview)

colour £249

HALF PAGE

(includes 1/8 page in the Show Preview)

colour £149

SHOW GUIDE ARTWORK SPECIFICATIONS

Sizes in mm

Page trim size:	210 x 148
Page bleed size:	216 x 154
Text area:	190 x 128
Binding:	Perfect bound
HALF PAGE landscape:	93 x 128
HALF PAGE portrait:	190 x 62

Produced by:



To book your place in the Show Preview and Show Guide, please complete select your chosen option on this form and return it to:

Grapevine Events Ltd
 E: office@grapevine.events
 Tel: 07777 606056

EVENT GIFT BAG ADVERTISING

(Please type or use block capitals if writing by hand)



There are additional advertising opportunities available to both exhibitors and non-exhibitors at the Viti-Culture event on 1 June 2023 at Plumpton College, The UK's Centre of Excellence for Wine Education.

We will be producing 500 event bags for the first visitors on arrival at the show. If you would like to include your marketing material within these bags, the cost will be £130 plus VAT, with a concession for existing exhibitors at £75 plus VAT. You will need to provide your own material/promotional items. Please note the size of the bags on the bottom right of this form, with maximum leaflet/item size and deadlines for arrival at our office.

With sustainability in mind, our tote bags are made using recycled cotton and can be re-used again and again over time.

Produced by:



To book your inserts in the Show Event Bags, please complete this form and return it to:

Grapevine Events Ltd

email: office@grapevine.events

Tel: 07777 606056

BOOKED EXHIBITOR ADVERTISING £75

Trade Stand Name:	
Marketing Contact Name:	
Email Address:	
Tel:	
Marketing Material for Inclusion Description, e.g. Leaflet, Mug, etc.	

NON-EXHIBITOR ADVERTISING £130

Company Name:	
Marketing Contact Name:	
Email Address:	
Tel:	
Marketing Material for Inclusion Description, e.g. Leaflet, Mug, etc.	

IMPORTANT INFORMATION

Cut-off date for material's arrival at the Grapevine Events Office is 15th May 2023

Size:	420mm high x 390mm wide
Colour:	Natural
Material:	Recycled Cotton
Style:	Tote Bag

PLEASE ENSURE YOUR MARKETING MATERIAL DOES NOT EXCEED A4 SIZE

ELECTRICITY SUPPLY ORDER FORM

Please complete this form (using capitals if by hand).

By completing this form, you are agreeing to our full terms and conditions available on the Excell Electrical website)

Trade Stand Title:		
(As will appear in the Show Guide):		
Event Day Contact:		Mobile Tel:

If your requirements are not shown on this form, please contact us and we will be pleased to assist you.

**PLEASE ALSO REFER TO THE GENERAL TERMS AND CONDITIONS OF ELECTRICAL SUPPLY.
POWER WILL BE AVAILABLE FROM 13:00 HRS ON 31ST MAY UNTIL 18:00 HRS ON 1ST JUNE 2023.**

ELECTRICITY CONNECTION AND CHARGE	RATE EXC VAT	Quantity	Total £
Single 13 amp socket outlet – (3kw – 13 amps max)	£96.25		
Twin 13 amp socket outlet – (6kw – 20 amps max)	£132.00		
Direct Cee form connection – 16 amp – 1 phase (blue plug)	96.25		
Direct Cee form connection – 32 amp – 1 phase	£132.00		
Direct Cee form connection – 63 amp – 1 phase	Please enquire		
Direct Cee form connection – 32 amp – 3 phase (red plug)	Please enquire		
Direct Cee form connection – 63 amp – 3 phase (red plug)	Please enquire		
5' enclosed fluorescent light	£41.80		
BOOKINGS MADE AFTER 23 APRIL 2022 WILL BE SUBJECT TO INCREASED CHARGES.		TOTAL COST	

PLEASE RETURN THIS FORM WITH YOUR TRADE STAND BOOKING FORM

RISK ASSESSMENT FORM

(Please type or use block capitals if writing by hand)

Company Name:			
Address:			
Contact Name:		Tel:	
Contact Email:			
Description of products on display/demonstrated. Include procedure of build-up and breakdown after the event:			

Hazard	Consequences	Who is at risk	Risk level (H/M/L)	Control Measures to minimise risk
<i>Look only for hazards which you could reasonably expect to result in significant harm under the conditions in your workplace.</i>	<i>State what would happen from the hazard listed, e.g: trip hazard.</i>	<i>There is no need to list individuals by name – just think about groups of people doing similar work or who may be affected.</i>	<i>H = certain or near certain to occur. M = reasonably likely to occur. L = low.</i>	<i>Example such as: Trip hazards removed or highlighted with fluorescent tape.</i>

Date completed:		Signature of Assessor:	
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The completed form should cover all the fire risks associated with the build-up, break-down and general running of your stand. You must endeavour to remove or reduce these risks and protect people from fire.

CONDITIONS OF ACCEPTANCE & RULES FOR HEALTH & SAFETY PLEASE READ CAREFULLY

The organisers are mindful of their obligations covering health, safety and welfare of their staff, members of the public and exhibitors. To enable the organisers to comply with its moral and legal obligations all exhibitors are requested to work in conformity with the Health and Safety at Work Act.

Working demonstrations must provide the organisers with all the relevant information covering the precautions to be taken to safeguard the public and these must be available prior to the show. It is also imperative that all persons bringing a generator into the show ground must provide the necessary fire fighting equipment for it. Generators are banned during Show day but ok for set up. It is the responsibility of exhibitors to comply with the organisers' health and safety policy. A copy of this may be obtained from the organisers and it is on display in the show office on show day.

In addition to this trade stand form, there is a risk assessment form, please make sure that this is fully completed and returned to us. Please ensure that you have signed the Trade Stand form agreeing to all the regulations laid out above and retain this letter for your information. Please be aware that should your form be returned to us without a signature, it will be returned to you for completion and your application will not be processed.

Reasonable security will be provided but the organisers will not accept any responsibility for any damage or loss. All items brought to the showground are entirely at the exhibitor's own risk. The Showground will be open the day before and the day after the show date for exhibitors to erect and dismantle their stands. Should exhibitors require additional dates then they must request permission from the organisers at least four weeks in advance. We request your co-operation in not interfering with the arrangements of other events on site.

The sub-letting of all or part of a stand by an exhibitor is expressly forbidden unless authorised by the organisers in advance and the appropriate fee has been paid at the time of booking.

Exhibitors are expected to be adequately covered for public liability. You must enclose a copy of your Public Liability Insurance with your application, a copy should also be available for inspection on your stand.

Exhibitors are responsible for the cleanliness of their stands and all rubbish must be removed to the appropriate bins on site.

No refunds will be made should the event be cancelled due to reasons beyond the control of the organisers. Should this occur, then monies paid will be held by the organisers and will be taken as bookings fees for subsequent events. Any cancellation of space made by an exhibitor shall be made in writing not less than 4 weeks prior to the event, and refund will be at the organisers' discretion. Cancellations made less than 4 weeks prior to the event will not be eligible for a refund.

At all times when entering and leaving the showground, exhibitors will ensure that all vehicles, machinery and equipment is in a condition that is safe for all persons who may reasonably and foreseeably come into contact with or be affected by it. You and your agents must conform to all statutory and local conditions, directions and advice. All goods sold at the show must conform to current trading standards legislation.

All vehicles must be parked in the official trade stand holders car park unless they form an integral part of the exhibit.

The event organisers retain the right to cancel, refuse or re-site an exhibitor at their own discretion.

Please do not drive over your neighbour's plots, cut corners when turning and exceed the allocated area (i.e. 10 metre depth) or allow lorries to pull onto the grass areas when unloading.

A designated area for unloading machinery that is self-propelled will be provided.

IMPORTANT – Excessive damage to the ground which the organisers deem as unnecessary will incur a charge after the event to cover re-instatement costs to the value of the trade stand booked. This charge will be paid in full by return. Failure to do so will result in exclusion from further events organised by Grape Vine Events Ltd.

CONDITIONS FOR SUPPLY & MAINTENANCE OF ELECTRICITY PLEASE READ CAREFULLY

1. It is the Exhibitor's responsibility to ensure that all fittings are delivered, completed and collected at the close of the Show.
2. All Exhibitors fittings and wiring must comply with the current I.E.E. Regulations, Local Authority conditions and Health & Safety Executive Directives.
3. Electrical work by persons other than the official Electrical Contractor is prohibited. No other person / electrical contractor may alter or interfere with the installation.
4. The prices on the electrical supply form include the hire of all wiring, fittings and electricity consumed. Any specific breakages or damage to the installation (including faults caused by Exhibitor's wiring or appliances) will be charged to the Exhibitor.
5. If socket outlets are required in a specific position on the stand, a plan must be sent to Grape Vine Events by 30th April 2023. If no plan is provided, the engineer will use his discretion as to their position. Any fittings that have to be altered or moved will be at extra cost to the Exhibitor.
6. Power will be available from 13:00hrs on 31st May until 18:00hrs on 1st June 2023.
7. Power may also be available during build-up however this is not guaranteed and may be disrupted at any time until the opening day. Temporary power is not generally available for the purpose of stand construction etc. Any queries in the build-up period or over the Show should be directed to the onsite electrician's office.
8. Any exhibitor who requires power after 18:00hrs on close of Show must make prior arrangements with the Electrical Contractor, where you could incur an extra charge.
9. No refunds will be made for cancelled supplies.
10. The event Electrical Contractor cannot be held responsible for failure to install an electricity supply, fittings, or other items ordered if the Stand area is inaccessible or work by other contractors has not been completed. Consequently, the exhibitor will be liable for payment in full for such items installed, even if late.
11. All installations and connections will be at the discretion of the electrical contractor in charge.
12. It may be necessary to disrupt the supply at any time for maintenance or safety reasons. This includes adverse weather or similar conditions not directly under the Electrical Contractor's control.
13. As part of a temporary installation, residual current devices protect all circuits. These devices may trip occasionally due to the build-up of residual earth currents. Exhibitors are warned to take extra precautions to prevent loss of computer data etc.
14. Due to the design and layout of the installation, it may be necessary to position mains panels etc. onto Exhibitor's Stands. Any such positioning will be kept as discreet and as safely as possible.
15. Sharing of power between Exhibitors is strictly prohibited.
16. No claim for loss or expense (actual or expected) will be accepted as a result of the Electrical Contractor's failure to perform.
17. By completing an order form, you are agreeing to our terms and conditions.

Failure to comply with these conditions may result in electricity supply being withheld or disconnected. Please note that these terms and conditions are subject to change.

EXHIBITOR'S CHECKLIST:

(please ensure you enclose ALL of the following with your application)

Fully Completed and Signed Application Forms for Trade Stand and Furniture Requirements (if any)	<input type="checkbox"/>
Advertising Forms for Show Guide and Event Bags if Required	<input type="checkbox"/>
Electrical Form if Required	<input type="checkbox"/>
Completed and signed Risk Assessment Form	<input type="checkbox"/>
Copy of your Public Liability Insurance	<input type="checkbox"/>
High Res Logo	<input type="checkbox"/>
50 Word Editorial for the Show Guide	<input type="checkbox"/>
Social Media Marketing Information and Marketing Department Contact Details	<input type="checkbox"/>
Correct remittance made payable to Grape Vine Events Ltd (if applicable)	<input type="checkbox"/>
Accounts Contact Information (if applicable) and Purchase Order Number if Required	<input type="checkbox"/>

Please check your forms using the above checklist and return the required information to: Grape Vine Events Ltd, The Oast House, Potters Lane, Hawkhurst, Kent TN18 5BB or via email to office@grapevine.events

Important information regarding payment:

Payment for additional extras is required in full no later than 15th April 2023.

We reserve the right to charge interest on overdue balances.

Any cancellations will be credited in full up to 4 weeks before the event. After that date refunds will be at the show organisers discretion and will include 25% being retained to cover pre-show publicity administration costs as a minimum.

Should there be unpaid stand fees on 30th April, then the stand space will be re-allocated and not marked out.